



## Sanibel Moorings Annual Owners' Meeting - November 7, 2020

**Call to Order:** The annual SMCA owner's meeting was called to order at 9:00 AM by President Jim Fox via Zoom.

**Introduction of the Board of Directors and the General Manager.**

**Quorum established:** 77 units were present or represented through limited proxy.

**Proof of Notice of Meeting:** Established.

**Approval of Minutes of Annual Meeting of November 2019:** Passed.

**Announcement of Directors:** An election of directors was not necessary this year because there were the same number of candidates as open positions. Mike Fereday, Elizabeth Kirk, Arch Smith, and Jim Fox will remain on the board for another two years.

**President's Comments: Jim Fox**

What a strange year this has been for all of us! It has been a year of challenges, fears, and general uneasiness in so many aspects.

With all we have gone through, we have been able to hold our own financially, which we attribute to Kari and her staff. Things were going great from October 2019 to March 2020 and we were once again slated to have another record-setting year with our rental program. We all know why that did not happen. In response to the pandemic, Kari and her team immediately trimmed expenses in all departments and quickly secured PPP monies. This allowed us to maintain budgeted staffing levels and complete many projects this year during the downtime.

This spring and summer, staff focused on training and reinventing a new level of cleanliness standards, thus ensuring we can provide the cleanest and safest environment for owners and guests. Staff was so committed they even earned the *Seal of Commitment* through the Florida Restaurant and Lodging Association. Congratulations!

We have received other awards this year. Congratulations, again, to all for this recognition:

- 2020 Couples' Choice Award
- AAA Inspector's Best of Housekeeping Award
- TripAdvisor Traveler's Choice "Best of the Best" award in 2020, a huge honor!
- Sanibel Moorings is #1 in accommodations on TripAdvisor again this year

Despite so many challenges this year, we remain positive about where we are currently... and about our future. Hopefully, we will get back to normal soon!

**Dick Arnould, Treasurer:**

Year-end rental revenue and other income was down \$476K due to the pandemic but year end expenses were under budget by nearly \$212K. The expenses were down because of quick thinking and an immediate response by cutting all unnecessary expenses at the onset of the pandemic. Total year end net income was an estimated loss of \$277K to budget but it could have been worse. The PPP grant of \$157,900 allowed us to keep staff at budgeted levels and they were able to complete many projects on the property and in the units at no cost to owners.

Advanced reservation deposits remained intact throughout the year despite cancellations and travel restrictions. Bill, Rosy, and Andi were able to convince many guests not to cancel their reservations but to postpone them to later dates. Thanks to these MVP's.

The receipt of the PPP funds, the savings of expenses, and the retention of reservation deposits enabled us to keep a positive cash flow without borrowing on our line of credit. We were able to maintain nearly the same cash level as last year which is impressive.

The PPP loan is getting converted to a grant. Our investment fund of \$1.55 million and our insurance fund of \$964K are both above the start of the year.

We've conservatively projected 2020 based upon previous years' trends and have budgeted accordingly. The \$25 monthly increase in the condo fee is a catchup but is still less than the insurance expense increases. In addition, we have a 1.8% salary increase in the budget.

**Kari Cordisco, General Manager:**

Four units were purchased this year. They are:

- 821 - Susan Mack and Christopher Kovell from Columbus, Ohio
- 1111 - Robin McDonald and Mark Cuddy from Wrentham, MA
- 311 - Jeff and Michelle Kelly from Chesterfield, MO
- 522 - David and Bonnie Thompson from Austin, TX

We currently have two units for sale at Sanibel Moorings:

- 1512 - Dockside two bedrooms, \$525,000
- 932 - Courtyard two bedrooms, \$569,000

Rentals now are best described as fluid. We are still seeing high levels of cancellations (mostly postponing to next year) but we are also seeing many new reservations, especially last minute bookings. September was 90% better than last year and October was 36% better than budget while November is right on budget and December is above budgeted projections. January through March numbers are pacing on par but we don't know what to expect this far in advance.

Safety and cleanliness are and always have been a top priority for us at Sanibel Moorings. For us to continue to be considered a safe destination and meet the expectations of our guests, cleanliness will remain the top priority in the coming year. In 2021, we have expected January delivery of standardized bedspreads that will be installed in every rental unit that can be laundered after every guest departs and replaced with freshly laundered spreads. This will eliminate the need to have a 24-hour block before and after each reservation and will help maximize rental nights. The new bedspreads will not cost the owners out of pocket and we believe they will look great in all rental units.

Owners are welcome to use their own bedspreads and use them when at Sanibel Moorings. If you decide to use yours, please make sure you lock them in storage when you depart.

In addition, it will also be extremely helpful if owners clean out any old spare bedspreads and blankets from all public storage areas. In addition, any extra bedding, books, games, and decorative pillows should be locked away for the time being so they do not need to be sanitized after every departure. Currently, less is more!

**New Business:**

1. The vote to approve the waiving of the audit of the financial statements for FY 2020/2021 passed.
2. The vote to approve the waiving of reserves for 2020/2021 did not pass (which was our recommendation.)
3. The vote to approve the 2020/2021 budget passed unanimously.
4. The vote to approve carrying forward excess operating income from the current fiscal year to the next fiscal year passed unanimously.

**Other Business:** Tom Ware reviewed the social plans for the evening and reported that we have penciled in the Lady Chadwick for a boat trip to the owners' dinner at Tarpan Lodge on Pine Island in 2021.

The meeting was adjourned at 10:00 AM.

Respectfully submitted,  
Bill Hallberg , Secretary