



Sanibel Moorings Board of Directors Meeting of January 22, 2021

President Jim Fox called the January 22, 2021 meeting of the SM Board of Directors to order at 9:00 A.M.

In attendance: Jim Fox and Kari Cordisco were on site while Bill Hallberg, Mike Fereday, Elizabeth Kirk, Dick Arnould, Arch Smith, Mark Lorenger attended via Zoom.

Motion: DA/AS to approve the agenda as presented. **Passed.**

Approval of Minutes of November 6, 2020 Board of Director's Meeting. Motion: DA/AS to approve the minutes. **Passed.**

Approval of Minutes of November 7, Owners Meeting. Motion: ML/AS to approve the minutes. **Passed**

Approval of Minutes of November 6, 2020 Board of Director's Meeting. Motion: ML/MF to approve the minutes. **Passed**

Comments by Owners in Attendance: None

Unfinished Business:

Discussion of General Rental Program Operations and Capital and Long Range Update:

- We are waiting on any "projects" now until the general environment changes.
- The bedspreads are late and are now scheduled for February 17. Once in and being used, we will probably never return to the previous spreads and blankets.
- KC will be sending out a letter to owners explaining the program.
- The office roof is still scheduled for June, 2021.
- Our "backbone" is completed for phone, internet, and cable but the internet signal is not strong enough to cut over. KC is negotiating with both Comcast and Century Link for fiber service and a different phone company with potentially huge savings. Each building still needs to be wired.
- We are paring games and books from the units but will keep the lending library open. The intent is to have a clean look but not have clutter around.

COVID -19 Update / Payroll Protection Plan (PPP) loan:

Our loan has been forgiven! KC and Bonnie have applied for a second PPP draw for \$157,900 through Bussey Bank. **[Item Open]**

Owner Privileges: EK and KC are working on defining who will be defined as an owner for this purpose along with the association attorney. KC spoke with our attorney who will be drawing up the Board Rule for the owner privileges. It is perfectly legal and fine to have each unit have three owners plus their spouse/significant other and their minor children as the individuals identified that will receive the owner privilege benefits. This will be the same for all owners, including corporations and trusts and should address all concerns and be very fair to the owners too. **[Discussion Tabled Until April 2021].**

Indemnity Clause on the Rental Agreement: KC, EK, and our attorney, Chris Shields, talked and determined that the current indemnity clause is overly broad and needs to be reworked. Shields prepared a short Addendum to the Rental Program Agreement that more appropriately addresses the indemnification and release the Association should be seeking. He also wrote a cover letter explaining the differences between the old and the new indemnity clauses but it was the opinion of the board that the Shields' letter is overly complicated AS will rewrite the letter to simplify and clarify what has changed which KC will send to Shields for final review. JF will send out an introductory letter to owners on the topic and KC will send out the updated indemnity agreement and cover letter for owners' signature. **[Item Open.]**

New Business:

2021-2022 Rates: Our rates are slightly higher than our direct competitors and the trend is for heavy discounting. KC suggests that we not raise rates but give her permission to discount on-line travel agencies. **Motion: DAMF to keep the same rates as last year. Passed**

Report of the General Manager:

Rental Expense Recovery Comparison Report: Reviewed. KC reported that we had a "good" first quarter with revenue up 13% from budget but down 13 % from last year. Jan and Feb are down 40% from budget and 50% from last year. We are getting lots of covig cancellations and there is concern for March which is currently showing 18% better than budget but down 30% from last year. People have not cancelled yet as cancellations are coming in late.

Rental Occupancy Comparison Report: Reviewed. This report based upon booked reservations.

Comment Card Recap Analysis: Reviewed.

Report on Financial Performance: We still have not used our line of credit and our investments are slightly ahead from where we were before the big dip in March, 2020.

Office, Grounds and Maintenance: Our financial audit is almost complete, and indications are that it looks very good.

Report on Insurance: Our policy renews Feb 10 and Jessica from Brown and Brown indicates that the rates will be going up.

Update on Unit Surveys: KC indicates that there is a direct, visible correlation in rentals between the very desirable units and those with the lowest ratings.

Motion to Adjourn, DA. The meeting was adjourned at 10:00 AM.

Respectfully submitted,

Bill Hallberg, Secretary