



Sanibel Moorings Board of Directors Meeting of January 21, 2022

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

In attendance: Kari Cordisco, Jim Fox, Bill Hallberg, Mike Fereday, Dick Arnould, Arch Smith, and Mark Lorenger. Elizabeth Kirk was not present.

Approval of Agenda: Motion: ML/MF To approve the agenda, Passed.

Approval of Minutes of November 5, 2021 Board of Director's Meeting. Motion: MF/ML to approve the minutes. Passed.

Approval of Minutes of November 6, 2021 Annual Meeting. Motion: ML/AS to approve the minutes. Passed.

Approval of Minutes of November 6, 2021 Organizational Meeting. Motion: DA/ML to approve the minutes. Passed.

Comments by Owners in Attendance: None.

Unfinished Business:

Quick Overview since the previous meeting, KC.

- o Many challenges: Covid-19 exposures and quarantines
- o Delivery problems with back orders and double shipments.
- o Looking for alternatives.
- o Vendor are having the same issues.
- o Pricing problems.
- o Software update - needing to manually enter data from our old system to the new system with both month end and year end processing at the same time.
 - o Linens - Vendor issues (price and dependability) resulted in us washing our own towels for the last 6 months. Costs have been cut.

Capital and Long-Range Planning Update:

- o **Walkovers:** We're still in permitting and will get a quote from Benchmark when permits are issued. A target date is November 2022. [Item Open.]
- o **Breezeway Coating:** [Item Open.]
- o **Landscaping:** We'll be having a meeting to discuss our landscaping plan with RS Walsh Landscape in April or sooner. [Item Open.]
 - o **Tree trimming** has been completed. Shrubbery needs trimming. [Item Closed]
 - o KC is continuing research on **power stations** for the parking lots. [Item Open]

COVID -19 Update:

- o We are back to renting kayaks and paddle boards [Item Closed.]
- o Garden tours have been restarted with small groups. [Item Closed.]

2022/2023 Winter Rental Rates: Motion: ML/MF to add 2⁰ 0 to the recommended winter rates and to approve the rates as otherwise suggested. [Passed]. **Motion:** BH/AS to not use construction rental rates in the fall of 2021. [Passed.]

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Board of Directors Term Limits: We discussed succession planning and how to retain our historical perspective. DA and ML will be the first of the current directors to retire from the board. **Motion:** DA/ML to appoint Charlie Lais as an assistant treasurer to DA. [Passed.] [Item Open].

New Business:

Deposit, Cancellation Fees and Amenity Fees: Motion: ML/MF to raise the cancellation fee to \$150. [Passed.]

Report of the General Manager:

Rental Expense Recovery Comparison Report: Reviewed.

Rental Occupancy Comparison Report: Reviewed.

Comment Card Recap Analysis: Reviewed.

Report of Financial Performance: Our 1st quarter is excellent but the summer is somewhat questionable. The phones are very busy with new reservations and changes.

Report on Office, Grounds and Maintenance: Noted.

Insurance: We're going to market for insurance that will be effective on February 10 and have been warned that we may not be happy with the costs. ■

Update on Unit Surveys: KC is still intending to get the surveys done as she can.

Motion to Adjourn, DA. The meeting was adjourned at 12:00 P.M.

Respectfully submitted,

Bill Hallberg, Secretary

