

**THE CHARTER CLUB OF MARCO BEACH®**  
**BOARD OF DIRECTORS TELECONFERENCE**  
**DECEMBER 7, 2010**

The meeting was called to order at 9:00 a.m. by President R. Lyman Wood, at Hilton Grand Vacations Regional Office, Marco Island, Florida. Board members in attendance via telephone were: Lee Huston, John Konarski, Jim MacArthur and Noel Briggs. Lyman Wood attended the meeting at the regional office. Attending from Hilton Grand Vacations Company were: Matt Fox—Resort Manager, Scott Shook—Assistant Resort Manager and acting recording secretary for this meeting, Lael Kilpatrick—Regional Director Resort Operations, Neil Hutchinson—Vice President Association Management Services, Jan Anderson—Director Rentals and Resale's, South Florida.

**APPROVAL OF AGENDA**

**MOTION was made by Mr. Huston and seconded by Mr. Konarski to approve the agenda.** Mr. Briggs voted aye, Mr. Huston voted aye, Mr. Konarski voted aye, Mr. MacArthur voted aye and Mr. Wood voted aye. **Motion carried unanimously.**

**APPROVAL OF PREVIOUS MEETING MINUTES**

Mr. MacArthur asked that the wording on page 7 be changed from “purchase” up to 10 parking spaces to “rent” up to 10 parking spaces. **MOTION was made by Mr. Huston and seconded by Mr. Konarski to approve the minutes of the October 25 & 26, 2010 meeting as amended.** Mr. Briggs voted aye, Mr. Huston voted aye, Mr. Konarski voted aye, Mr. MacArthur voted aye and Mr. Wood voted aye. **Motion carried unanimously.**

**RENTAL AND RESALE REPORT**

A presentation on resale's and rentals was given by Mr. Hutchinson and Ms. Anderson. They discussed an enhanced rental/resale website with a booking engine to drive online booking. Currently the booking engine is in testing. Ms. Anderson said the new program will allow an owner to place their own weeks up for rental and removed them from the rental pool on-line. The current promotion offers one free night when renting six nights. Mr. Wood asked is owners could set their own price when renting to other owners. Ms. Anderson said that an owner code could be set up to allow for a discounted rate for owners.

Ms. Anderson also noted a program that would use a Marco Island Chamber of Commerce email list of approximately 2,000 contacts.

Ms. Anderson said that Charter Club currently has 28 flex, 7 fixed and 3 deed backs that are owned by the association.

Mr. Hutchinson introduced a program that would involve using sales brokers to sell the association weeks, with a unique incentive program. The commission to Hilton Grand Vacations would remain at 25% with the selling broker getting 50% of that commission.

The buyer would receive a complimentary club membership for three years and 5,000 bonus points. The cost to the association for the 5000 points would be \$500.

Mr. Fox commented that the list from the recent sale of association-owned weeks has been exhausted. Mr. Wood suggested polling 40 owners to ask if they would be interested in purchasing additional weeks if offered in a similar fashion to the previous sale of association-owned weeks.

**MOTION was made by Mr. Huston and seconded by Mr. Konarski, with regard to the sale of Association owned weeks acquired by foreclosure or through deed-backs, to poll 40 owners to determine whether there is sufficient interest to start another sales list with the selling price of \$5,000. The program will be tested for 12-18 months.** Mr. Briggs voted aye, Mr. Huston voted aye, Mr. Konarski voted aye, Mr. MacArthur voted aye and Mr. Wood voted aye. **Motion carried unanimously.**

Mr. Huston left the meeting at this time.

#### **BUILDING PAINTING**

Mr. Fox informed the Board that during the pressure washing of the buildings it was discovered that extensive corner bead replacement is recommended by Karins Engineering and Gulfstream Painting and Waterproofing. The contractor advised that a superficial cover job could be performed at no additional cost, but that the rust would likely resurface within four years or that they could make lasting repairs as prescribed by the engineers for an additional cost (change order) not to exceed \$15,000.

**MOTION was made by Mr. Konarski and seconded by Mr. Briggs to go forward with the corner bead replacement as recommended by the engineer.** Mr. Briggs voted aye, Mr. Konarski voted aye, Mr. MacArthur voted aye and Mr. Wood voted aye. **Motion carried unanimously.**

#### **PROPERTY GATES AND SURVEILLANCE CAMERAS**

Mr. Fox presented a proposal for property gates and surveillance cameras. He would like to have the gates and cameras installed prior to Memorial Day. Board members complimented Mr. Fox on his thorough presentation.

**MOTION was made by Mr. MacArthur and seconded by Mr. Briggs to proceed with the property gates and surveillance cameras at a cost of \$44,000.** Mr. Briggs voted aye, Mr. Konarski voted aye, Mr. MacArthur voted aye and Mr. Wood voted aye. **Motion carried unanimously.**

#### **MANAGER'S REPORT**

The Board reviewed the October financials. Mr. Fox cautioned the Board that the City of Marco Island is considering rate increases in water and sewer rates of up to 60 percent.

The Board reviewed the comment card report, RCI report and Owner Comments.

A comment from the Guck family recommended removing the heavy bedspreads. The Board suggested pursuing a different bedspread for future redecorating projects.

Doug and Lynee Gallaher suggested adding a hair dryer in the second bathroom. Mr. MacArthur noted that this request is made from time to time. Mr. Fox commented that he hears the suggestion frequently. The Board suggested that if we continue to hear requests for a hair dryer in the second bathroom that we consider moving forward with the installation of hair dryers. Mr. Wood commented that there are pros and cons to a hair dryer in the second bathroom. He noted that hair dryers can be checked out from the housekeeping department. He also noted that limited space in the second bathroom is a consideration.

**MOTION was made by Mr. MacArthur and seconded by Mr. Konarski to adjourn the meeting.** Mr. Briggs voted aye, Mr. Konarski voted aye, Mr. MacArthur voted aye and Mr. Wood voted aye. **Motion carried unanimously.**

**Meeting adjourned at 11:15 a.m.**

APPROVED