

**POINTE SOUTH CONDOMINIUM**  
5000 ESTERO BOULEVARD  
FORT MYERS BEACH, FLORIDA 33931  
Phone (239) 463-4009

POINTE SOUTH OF FT. MYERS BEACH CONDOMINIUM ASSOCIATION, INC.  
MINUTES OF ANNUAL MEETING - SATURDAY, December 07, 2024  
**HELD VIA ZOOM**

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The meeting was called to order by President, John Lange at 10:00 a.m. EST.  
All owners were welcomed to the annual meeting.

President, John Lange, announced that the Secretary of the Condo Association, Anne Russell, would read and record all motions in this meeting.

Anne Russell called the roll call of owners present and certified the proxy submitted. A total of 30 units were represented at the meeting with 1 represented by General Proxy.

Proof of notice of meeting. In accordance with the rules of the State of Florida regarding condo operations. The meeting agenda for annual meeting has been emailed to each owner.

A motion was made by Bob Weber and seconded by Anne Russell with unanimous approval to dispense with the reading and approve the minutes from last year's annual meeting. Three board member positions were up for re-election. Since there were no candidates for the 3 two-year the existing board members were re-elected. However the 3 board members up for election have agreed to continue only until the rebuild of Pointe South has been completed. The Board has instigated an apprenticeship program for owners who may be interested in sitting in our the board meetings and learning the ropes so to speak with the hopes of them running for the board. One owner has shown interest, Sandi Bystrom and we welcome to the board as an apprentice.

It was decided that the committee reports would be incorporated in the Owner Update Package that was sent to all the owners which covers all the areas of the committee reports

### **Overall Reconstruction Status:**

- Pictures shown of the rebuild of the sea wall and the installation of some of the condensers. Severyn and Price electric is working on getting the disconnects repaired/replaced and connected to the condensers. Also some pictures of some of the units on the first floor getting their counter tops installed.
- Hurricane Helene and Milton put back our reconstruction of Pointe South back at least 2 months
- Pointe South lost power and took approximately a month to restore the power
- The Board did reach out to an engineer to investigate a way to minimize the damage from Hurricane storm surge. A few options were suggested; however it is difficult to stop the wave action caused by hurricanes.
- we are moving the meter modules higher at least 4' higher than existing to minimize the damage due to water surge
- another option was installing storm door, similar to submarine door, reinforced door to be installed on the electrical, elevator room that keep out the storm surge
- repairing the sea wall will also help reduce to the storm surge

## Contractor Update:

### DDG

- see update details attached
- they have been terminated as the contractor to rebuild units on the 1<sup>st</sup> floor
- DDG has advised their subcontractors to put liens on Pointe South for non payment however we have proof of payment along with a signed affidavit from DDG that all subs have been paid

### Coastal Association Services

- see update details attached
- did not work out to contract them as they were unresponsive of giving details of their quote

### Luxe Designs

- see update details attached
- contract has been signed with them to complete the rebuild on 1<sup>st</sup> floors
- they will transfer the permit from DDG to their company to continue the work on 1<sup>st</sup> floors.

## First Floor and Office Details

- see attached update details

**Question** - DDG was paid over 1million for their work, is there going to be any duplication of those cost over somewhere along the line or was a clean cut off. In other words we paid 1 million of work and we got 1 million of cost.

Answer - we are pretty sure we are almost even. However, our attorney has advised to go back and if our work to complete the remainder of rebuild is more than DDG quoted us, then we will go to court or arbitration we will charge DDG back on these extra costs.

**Question** - Do we have any idea how much the liens are at this point?

Answer - we have only received one lien to date in the amount of \$7,000.00. Any liens should be relatively minor and their may be some duplication of cost as we continue on in the rebuild, by we feel will be minor.

## Floors 205 Owner Process Information

- see attached update details
- most information is same as previously discussed at owners meeting.
- only issue that will need to be addressed is the mold remediation, which will be discussed further

## Reconstruction Status

- see attached update details
- AC reinstall should be completed by Dec 16th
- Completion of 1<sup>st</sup> floor - goal to complete by mid January
- North/South Windows - should be installed early January
- Mold Remediation - mid December
- Minor Damaged units - Coastal scheduled to return to complete this week and be completed by the following week
- Elevator Reconstruction
  - installation of the elevator cab was to start mid July, however when they started their work they found re bar damage. This required engineer to review and do up engineer design for repairs and submit to FMB for permitting. This was done early August and we just got the approval 3 weeks ago
  - all rebar completed except small section which will be done next week
  - TKE will meet with FSG to remove cinder block wall so elevator cab can be installed
  - TKE will then let us know a schedule when cab can be installed
  - one thing we have been tried to do is to make repairs on any re bar repairs need in the building

- FSG will work on rebuilding of the community room and workshop
- after Milton we lost the heater and electrical to heater and pumps. We contractor to reinstall that equipment. Also there is approximately 4' of sand in the pool that will have to be removed.
- fencing is ready to be installed along with pavers, however a building occupancy permit is required before the fence can be installed
- no further action with landscaping until the sea wall is completed.
- we also are waiting for permit approval for the drainage system and then landscaper contractor will install the pavers

## **Mold Remediation**

- see attached update details
- if an owner chooses to complete the mold remediation themselves, the Board requires a waiver signed and proper PPE equipment is required
- sometimes mold will be behind the drywall and it may not be visual obvious. So if not recognized it may fail the air quality test
- after much discussion, it would appear the consensus is to hire one contractor to do the mold remediation for those units that require it.
- our goal is to open as many units as possible as long as it is safe

**Question** – There are 3 companies that we are looking at for the mold remediation and has anyone had any experience with them?

Answer – Bob has used a company called N&D Restoration Services and they were recommended by Potter Construction for the 7 houses in Bob's area.

**Question** – N&D did a preliminary walk through of all the units to determine extent of mold. When received their report it said "enclosed please find our preliminary quote. But how accurate is this quote going to be?"

Answer - until the company actually begins the mold remediation process, they will not know the extent of the mold and what can be cleaned and what will need to be disposed of. N&D will communicate to each owner to advise extent of the mold, what items should be disposed of prior to completing any work

- other company that other owners in the past is Devoted Restoration and then Luxe Designs indicated that they may be able to complete the mold remediation.

**Question** – N&D has commented that the air quality test could be anywhere from \$350.00 to \$1000.00?

Answer – Anne reached out to 3 different companies and received quotes from \$300 plus sample cost to \$475 including samples. Extra costs may be required if the contractor requires additional samples.

**Question** – Bob would you recommend N&D?

Answer – Yes I would. They did a great job and communicated well with me. They took pictures of everything there were going to dispose of

**Question** – Once the AC is running for a week, each owner has to schedule an air quality test? Please verify if we were thinking that we were doing the cleaning first and then the air quality test or did they do the air quality test first and then the cleaning and then redo it?

Answer - Some companies do an air quality test first so they know where the mold is and to what extent; then do the mold remediation and then do the final air quality test. Not all companies will just do the mold remediation and then do the test and find out if there is anything more they have to clean. The board is thinking of doing all the testing first in all the units, give the reports to the owners and then go forward from there.

**Question** – would it be better to have one company for everyone and then coordinate so everything done at once.

Answer – the board is considering it, however some owners are going a different route. So far a number of owners have “signed up” with N&D. We do not have a coordinate approach but thinking on this approach. That being said we are not trying to force on owners the direction that must be followed

**Question** – if they decide that the furniture is moldy had has to be thrown out, who is going to handle the disposal of the furniture?

Answer – they will handle it, however the owner will have to pay for this disposal. A dumpster will be on site for this disposal.

**Question** – one of the owners reached out to Luxe and they recommended N&D for mold remediation.

Answer – yes we feel that N&D will do a great job from past experience and recommendation.

**Question** – maybe the solution is to go with one company, N&D and those owners that want to opt out, to take care of it more efficiently. But I was confused, the mold remediation was originally for floors 2 – 5, so it was said all floors are included?

Answer – the first floors will have to be tested. They don't have mold and hopefully stay that way, however they will need an air quality test.

**Question** – In talking with N&D, they said they were willing to do a group discount?

Answer – they actually were giving everyone a discount that appeared quite substantial.

**Question** – when will we know exactly what we going to do about hiring the mold remediation contractor? About a week.

Answer – yes we hope to have it ironed out with in a week or two.

**Question** – There was some discussion that some units that had less damaged may be open sooner than others. If we do this as a group, is that going to push back opening for those that did not have any damage if we do the mold remediation as a group?

Answer – no we don't think so. With every contractor we have been working with, the goal is get us open as fast as we can. So we will coordinate this in the same manner. We have 1<sup>st</sup> floor units and minor damage units that we feel can be opened earlier and we feel we can coordinate accordingly. Our goal is to get the 1<sup>st</sup> floor and lightly damaged open as soon as possible

**Question** – Once we have a passed air quality test, how long will it take to get the city out to have an occupancy permit

Answer – in the past depending on what is being inspected, some have showed up with in a day, sometime 3 days but not usually more than a week. We would need the Fire Marshal would have to come out and do some inspections as well.

**Question** – if we open however still some construction going on, are we going to have our renters sign a waiver?

Answer – we have not got that far yet.

## **Cash Position**

- see attached detail report and budget
- no significant change in the overall cost

## **Milestone Survey**

- see attached update details
- we are not expecting any issues in their report.

## **Owner Communication & Visits**

- see attached update details
- reminder that any owner visits must be coordinated with Kristin through Pam.
- Please do not drop in unannounced.
- all meeting minutes are posted on the website
- if an owner has a contractor that is attending, please coordinate as there is multiple vehicles in the parking lot and may not be room for the contractor
- please coordinate through Pam
- any contractors working directly with an owner, please be sure that permits are drawn for any work that requires it.
- any contractors working at Pointe South need to give their credentials to Kristin. ie license, insurance, workers compensation

**Question** – we have another contractor doing renovations in my unit, I do not know when they will be coming to do the work. Not sure how to coordinate this work.

Answer – the contractor can contact Kristin directly to make arrangements to do the work.

**Question** – There is visits by contractors and visit by owners. Would it be good if the owners would contact Pam but as far as contractors, we as owners do not know their schedule. Do we let them contact Pam when they are coming on site?

Answer – Some of the contractors have reached out to me directly. Kristin would like this to be treated as if this was your home. They would give you that information and then you can forward it to Pam. We do not want to double up the information.

**Question** – So the contractor will let owner know first, then owner contacts Pam and then Pam advises Kristin.

Answer – yes

## Budget

- see attached budget report

**Question** – Under operations, Supplies – ship to owner  
How is that going to work? Do we call supplies are PS going to store them?  
If something goes down, will it be replaced on time.

Answer – with advent of Amazon, it is very easy to order what is necessary and it is delivered next day. The office will advise owner if for example coffee maker is broken and for them to order a new one. Each owner has a different style of coffee maker, ie Keurig. The office will have a loaner coffee maker that can be used by renter until the equipment is replaced.

**Question** – do we have a list of what an owner has to be replaced?

Answer – there was a list of what is recommended to have in your unit. Each owner can decide what they want to stock in their unit. It will be posted on the owner portal  
Also when Yamelet does the deep cleaning, she usually takes an inventory of anything that is missing or broken and lets the office know, who then contacts the owner

## General Discussion of Board and Members

- one thing Board has been focused on, in looking at these storms as more as the norm as opposed to a rare occurrence, what can we do to bullet proof the place. Larry referred to our contacting an engineer to offer some advise. Also we are working with Price Electric to re-position our meter modules so that they higher up the wall and further off the floor. When we have “garden variety storm” we hope to avoid further damage to our electrical.
- a decision needs to be made if the owners closets are being used by owners and need to be re-built. A show of hand shows that a good number of owners uses the owner closets. A question was asked if we could dispense of the closets, however it is part of the bylaws that each owner has a closet on the ground level.
- the city is not allowing the owner closets to be rebuilt with cinder block, but will wood framing and drywall. This will not practical as each time a flood we will have to tear out. John as gone to FMB permitting to see if we can use cement board. But if not there then we don't have any cost to rebuild.
- email Pam if you use your closet

**Question** – will there be someone in the office when we open?

Answer – Yes

**Question** – is it better to remove things that have mold on furniture now then to let it grow until we do mold remediation?

Answer – it will not make a difference in the next few weeks for the mold growth.

**Question** – we need to know what we have to do to get unit ready for rental? They said they would fix drywall and paint; has that been done?

Answer – when N&D does their mold remediation they can let owner know what is savable.

**Question** – people are looking to rent the March break, (March 19) will PS be ready then to rent?

Answer – we are hopeful but no definite answer at this time

**Question** – do we have a laundry room?

Answer – not at the moment, but the laundry room is being put back in same location.

**Question** – I heard we have an operating shortfall for 2025?

Answer – the budget we have is a positive budget, it is not a deficient budget because we are continuing the operating shortfall assessment.

**Question** – did we receive any more information from insurance company regarding the assessment funds we had to send over?

Answer – not sure about the question, however not received any more payment from wind and received \$412,000 from flood. We have significantly more outstanding claim money in way approximately 2million. We have provided a civil deficiency claim. On individual assessments, you may be able to claim that on your personal insurance.

**Question** – FMB is saying the laundry room or any other structure can be concrete but not the storage closet on the whole island?

Answer - that is our understanding. We submitted our drawings over a year ago and got rejected. They said we could not use cinder block unless on a foundation. We resubmitted with wood and drywall and they accepted it. Then John found out there were allowing some to use wonder board but they refused our request. We have asked them to review our request. There appears to be some inconsistency with what is required

**Question** – So the floor in the garage is not strong enough foundation?

Answer – the building does not sit on a floor, it sits on concrete piling. They made us put in concrete piling under pool equipment

**Question** - Mold insurance, does the board recommend it?

Answer – your property insurance may have it included on your policy. One owner said his insurance company said if we lost power, they were not covered. Maria Neverman said the insurance company will not pay if just lack of power, however if you had an event, such as burst pipe or hurricane then they will cover the mold remediation. Each owner will have to contact their own insurance company

John made a motion at 12:05 pm to adjourn the meeting. Lisa second the motion. All agreed.

Anne Russell  
Secretary of Pointe South Con

# Owner Update

December 7, 2024



# Package Index

- Contractor update
- Reconstruction Status and Priorities to Open
- First floor and Office details
- Floors 2-5 process and timing
- Completion estimate and cash position
- Reopening/Rental program/etc

# Overall Reconstruction Status and Goal

- Between Hurricanes Helene and Milton and DDG's failure to live up to their commitments, we no longer believe that January 1 is a realistic opening date.
- However, we do believe that the first floor and the slightly damaged units may be able to be available by the middle of January – a total of about 24 units
- That leaves the heavily damaged units (9+2) that will be unavailable. We are hopeful that these units can be complete over the Feb 1 to Apr 1 time frame.

# Contractor Update

- DDG
  - Due to continuing failure to responsibly work on the Pointe South project, meet agreed upon completion dates, a lack of supervision, and extremely poor organization we have terminated the DDG contract
- Coastal Association Services – originally 2-5 Floors
  - Coastal refused to provide the detail necessary to allow owners or the Condo association to file for insurance
  - Their proposal included numerous items with insufficient explanations
  - We have limited their engagement to the slightly damaged units
- Luxe Designs
  - Luxe has been chosen to complete work on all floors of Pointe South

# Luxe Designs

## Luxe Designs

★★★★★ 5.0 (10)

Ceramic Tile, Kitchen And Bath Remodeling,  
Countertops And Backsplashes,  
... [+9 more](#)

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### About us

Luxe Designs® specializes in complete kitchen, bathroom, and whole home renovations. Our hallmark is our exceptional customer service, high-quality craftsmanship, and our ability to accommodate any budget. We customize your home to suit your style and satisfaction. Don't overpay! Give us a call today.

### Business highlights

-  13 years of trusted experience
-  Women Owned & Operated
-  Veteran Owned & Operated
-  Se Habla Español
-  Family Owned & Operated
-  Eco Friendly

# First Floor and Office Details

- Cabinets are installed
- Countertops are being worked on and should be complete by 12/15
- Reflow Plumbing and KDS to complete plumbing fixture install and trim completion where necessary
- Final inspection on electrical trim out needed – permit transfer required
- Appliances to be installed 12/15. This will be tight
- Office
  - Office furniture to be delivered 12/9

# Floors 2-5 Owner Process Information

- Floors 2-5 were covered by Wind insurance (First Floor was covered by Flood)
  - Wind insurance covers different items from Flood
  - In general, association Wind insurance covers items within the walls and the drywall with a coat of primer. Final painting is not covered.
    - Items in walls are covered – e.g. walls, wiring, ductwork
    - Items within the condo itself are not – e.g. furniture, cabinets and countertops, bathroom fixtures
    - Some gray items depend on whether they were physically damaged by the storm – e.g. air-handlers, water heaters, storm shutters
- Luxe Designs will be coordinating all Association reconstruction on Floors 2-5
  - Owner reconstruction work can be completed by Luxe at owner's choice.
  - All owner responsible work needs to be coordinated by the owner with respective contractor
- Luxe will be invoicing Owners separately for their portions of the reconstruction costs
  - Some owners using other contractors
  - The board will monitor all costs to ensure no duplication and resolve potential gray areas
- Mold remediation will need to be performed as soon as permanent AC is turned on
  - See separate slide

# Reconstruction Status

8/5/24

# Reconstruction Status

- The following pages are a prioritized listing of items that need to be completed before opening. We have attempted to put them in the order they will be/need to be completed
- This is posted regularly on the Pointe South website



# Reconstruction Status

- Air Conditioning reinstall
  - Rewiring – complete
  - New units installed – 12/15
  - AC on – 12/16
- Completion of first floor units – 1/15 - 7 units
- North/South Windows
- Mold remediation
  - Can only begin after AC on – 12/16 → 1/1
- Completion of minor damage unit work – 1/1 → 1/15 – 15 units
- Elevator reconstruction
- Community room/workshop
- Pool
- Landscaping
- Grill area

# Mold Remediation

- All units must pass an air quality certification test before being able to rent or use their unit
  - Board will provide contact info for Inspector
- Mold remediation can be performed by
  - Owner
    - Upon signing of a liability waiver and use of proper Personal Protection Equipment
  - Licensed professional
- Furniture will be cataloged, pictures taken and communication with owners on subsequent action if necessary
- If necessary to complete work, furniture will be removed and stored at owner's expense
- The board strongly recommends using a professional
  - At a minimum to get professional advice on what should be done
  - Preferably to perform the cleaning
- Remediation
  - Can only be performed after the AC is on and running for a week
  - Can only be performed during a weekday
  - Must be scheduled with Kristin

# Cash Position

# Reconstruction Costs

## Costs by Project

	<u>Total Cost</u>
Demo	1,538,986.50
Temp Power	450,165.51
Garage Level & General Bldg	918,311.20
Roof	454,987.00
Condo	1,620,370.42
Lanai	539,524.00
Office	103,230.40
Elevator	277,963.28
Bldg Painting	150,000.00
Appliances	33,614.06
Seawall	143,425.00
Driveway & Drainage	258,364.00
Pool	480,000.00
Chickee Hut & Grill	32,900.00
Landscaping	215,754.00
Outdoor Furniture	93,118.44
Other	31,036.80
Grand Total	<u><u>7,341,750.61</u></u>

## Costs by Contractor

FSG	1,884,266.62
DDG	1,019,185.20
ServPro	1,202,446.23
Crowther	413,050.00
Coastal Association Services	211,853.04
Severyn HVAC	161,867.09
Price Electric	394,291.09
Bitting Electric	313,831.31
Reflow Plumbing	93,918.00
Romano Shutters	128,415.00
TKE Elevator	276,268.28
Aqua Illusions	480,000.00
Tidewater Landscaping	283,894.00
Florida Life Safety	88,513.25
Southern Cross Tiki Huts	17,900.00
RLG Engineering	10,700.00
Lowes/Owner	33,614.06
Not yet determined	243,118.44
Other	84,619.00
Grand Total	<u><u>7,341,750.61</u></u>

# Costs to Complete – No significant change

- After reclassifying certain payments to reflect overlaps of work done by contractors, an estimate of the costs to complete by project results
- While this is an estimate, it is believed to be fairly accurate
- The following slide shows we have \$1.5M in cash
- Good news – No further assessments anticipated at this time!!

Costs by Project	A	B	C	D	A-D
	<u>Total Cost</u>	<u>Payments to date</u>	<u>Reclassifications</u>	<u>Total</u>	<u>To complete</u>
Demo	1,538,986.50	1,202,446.00	336,540.50	1,538,986.50	-
Temp Power	450,165.51		450,165.51	450,165.51	-
Garage Level & General Bldg	918,311.20	2,538,478.00	(1,505,717.01)	1,032,760.99	(114,449.79)
Roof	454,987.00	375,500.00	79,487.00	454,987.00	-
Condo	1,620,370.42	1,299,724.00	100,000.00	1,399,724.00	220,646.42
Lanai	539,524.00		539,524.00	539,524.00	-
Office	103,230.40	18,523.00		18,523.00	84,707.40
Elevator	277,963.28	215,294.00		215,294.00	62,669.28
Bldg Painting	150,000.00			-	150,000.00
Appliances	33,614.06	33,614.00		33,614.00	0.06
Seawall	143,425.00			-	143,425.00
Driveway & Drainage	258,364.00			-	258,364.00
Pool	480,000.00	380,783.00		380,783.00	99,217.00
Chickee Hut & Grill	32,900.00	17,900.00		17,900.00	15,000.00
Landscaping	215,754.00	113,500.00		113,500.00	102,254.00
Outdoor Furniture	93,118.44			-	93,118.44
Other	31,036.80	40,157.00		40,157.00	(9,120.20)
				-	-
Grand Total	7,341,750.61	6,235,919.00	-	6,235,919.00	1,105,831.61

# Bank Balance at 12/4/24

<p>Business Cash Visa 0484</p> <p>Available Balance</p> <p>Current Balance</p>	<p>⋮</p> <p><b>\$7,118.98</b></p> <p>\$7,118.98</p>	<p>Basic Business Checking 8715</p> <p>Available Balance</p> <p>Current Balance</p>	<p>⋮</p> <p><b>\$2,972.28</b></p> <p>\$2,972.28</p>
<p>Basic Business Checking 9101</p> <p>Available Balance</p> <p>Current Balance</p>	<p>⋮</p> <p><b>\$7,118.98</b></p> <p>\$7,118.98</p>	<p>Business Banking III 7032</p> <p>Available Balance</p> <p>Current Balance</p>	<p>⋮</p> <p><b>\$287,281.89</b></p> <p>\$287,281.89</p>
<p>Business Checking 9136</p> <p>Available Balance</p> <p>Current Balance</p>	<p>⋮</p> <p><b>\$251,801.76</b></p> <p>\$251,801.76</p>	<p>Premium Money Market Savi... 19...</p> <p>Available Balance</p> <p>Current Balance</p>	<p>⋮</p> <p><b>\$1,033,507.07</b></p> <p>\$1,033,507.07</p>

# Milestone Survey

# Milestone Survey – Beryl Engineering

- New statutes in the state of Florida resulted from the Miami condominium collapse.
- Short version - it requires a Structural Inspection (SIRS) before December 31, 2024
- The inspection will define
  - What needs to be reserved for – basically all structural safety capital items in excess of \$10,000 (excludes pools etc)
  - The reserve requirements and funding for such items
- The reserves and related funding process cannot be waived
- Beryl Engineering has been selected to perform this assessment - \$7,650
- **Scheduled assessment date – 12/3**
  - **No report has yet been received but the assessment went smoothly and quickly**





# Owner Communication & Visits

- Communication

- Numerous owners have called Kristin to get updates on construction
- Please note that Kristin and Willie are fully engaged in coordinating the construction with our numerous contractors and these calls divert their attention from getting the project completed
- All communications need to be via email through Pam Kroese. Pam will route the inquiries to the appropriate people for answers

- Owner Visits

- Must be coordinated through Pam and scheduled during normal site supervision hours - weekdays.

**Thank you!**

# Pointe South Condo Association

2018 - 2024 Actuals

2024/25 Budget Proposal



# Budget Highlights

- Commission income assumptions
  - Top box is estimate for a “normal” year
  - Bottom box is more conservative based on new estimated opening date of Feb 1
  - Weekly rental rate raised to \$3,640
  - High season – Jan 11 – Apr 26
    - 15 weeks
    - Average rental – 1.5 weeks
    - Number of units available on average – 34
      - Only one unit not rented
    - No consideration of summer/off-season rentals
  - For budget purposes – assume Feb 1 opening
    - Units available
      - Feb - 25
      - Mar - 31
      - Apr - 34
    - Occupancy
      - Feb – 75%
      - Mar – 90%
      - Apr – 85%
- Assumes continuation of Emergency Operating Deficit assessment
- Assumes use of quarterly Reserve funding as in prior year

## Association Income on rentals - normal year

### Prime season - Jan 11 - Apr 26

15 # of weeks  
 1.5 Average stay 1-1/2 weeks  
 34 Number of units available on average- 30

340 Rentals available - 30 units x 13/1.5

\$ 135.00 Cleaning and linen profit on each stay

### Commissions

510 Weeks available to be rented  
 \$ 3,640.00 Weekly rental rate - 7 x \$520  
\$ 1,856,400.00 Total Income  
\$ 278,460.00 Commission at 15%  
 95% Occupancy rate  
\$ 264,537.00 Estimated commissions

## Use for Budget purposes

### Available season - Feb 1 - Apr 26

12 # of weeks  
 1.5 Average stay 1-1/2 weeks  
 30 Number of units available on average

240 Rentals available - 31 units x 13/1.5

\$ 135.00 Cleaning and linen profit on each stay

### Commissions

360 Weeks available to be rented  
 \$ 3,640.00 Weekly rental rate - 7 x \$520  
\$ 1,310,400.00 Total Income  
\$ 196,560.00 Commission at 15%  
 83.3% Occupancy rate  
\$ 163,800.00 Estimated commissions

# Linen/Cleaning

- Linen/cleaning – rates raised
  - Pointe South will purchase linens and have 3<sup>rd</sup> party wash each week
  - Cleaning will be by Yamilet & Team
  - Anticipated charge for both to renter - \$265
  - Estimated charge to Pointe South - \$130
  - Association profit - \$135
  - Occupancy rate (See earlier slide) is average estimate calculated for months of Feb - Apr

## Linens and Cleaning

	240 Rentals	
\$	<u>135.00</u>	Profit per rental - \$265 - \$130
\$	32,400.00	Total available
	<u>83%</u>	Occupancy rate
\$	<u><u>27,000.00</u></u>	Total Association Income on cleaning and linens



# Budget Highlights

- Reservation Fees

- Raising rate to \$350
  - \$250 to owner
  - \$100 to Association
- Built off of estimated rentals – 240

- Expenses

- Very rough estimates
- Assumes February 1 opening
- Some items (such as furniture) are covered in Hurricane budget
- Insurance is fairly accurate overall

**Reservation fees**

\$	100.00	Association portion of \$350 reservation feed
	240	Number of Rentals available
\$	<u>24,000.00</u>	

# Actuals/Budget Summary

	<u>Actual 2018</u>	<u>Actual 2019</u>	<u>Actual 2020</u>	<u>Actual 2021</u>	<u>Actual 2022</u>	<u>Actual 2023</u>	<u>Actual 2024</u>	<u>Budget 2025</u>
Total Operating Income	354,848	377,670	381,487	482,506	477,575	243,284	307,993	522,425
Expenses								
Total Compensation	148,816	151,284	146,756	161,010	177,042	87,637	122,471	175,000
Total Insurance	97,907	102,750	102,852	119,902	142,098	68,803	190,920	197,202
Total Building & Grounds	48,790	59,162	49,881	53,343	52,748	4,774	5,643	45,820
Total Office	18,697	14,371	11,867	13,657	16,271	34,101	24,962	15,600
Total Infrastructure	11,065	16,135	20,486	23,808	24,699	15,899	8,231	18,500
Total Utilities	37,742	37,158	36,294	43,184	48,796	11,025	8,959	35,000
Licenses & Permits	3,058	2,741	2,546	2,953	4,010	1,632	1,070	2,500
Total Interest	1,139	973	4,157	1,567	1,528	7,942	(19,302)	-
Total Operating Expenses	367,214	384,574	374,839	419,424	467,192	231,813	342,954	489,622
Net Income/loss	(12,366)	(6,904)	6,648	63,082	10,383	11,471	(34,961)	32,803

# Income

	<u>Actual 2018</u>	<u>Actual 2019</u>	<u>Actual 2020</u>	<u>Actual 2021</u>	<u>Actual 2022</u>	<u>Actual 2023</u>	<u>Actual 2024</u>	<u>Budget 2025</u>
Income								
Maintenance fees	182,000	182,000	182,000	252,000	210,000	210,000	220,350	220,500
Statutory assessment						17,500	17,250	17,500
Pooled assessment						17,500	17,750	17,500
Operating assessment							52,125	52,125
Rental commissions	148,794	154,879	138,220	146,658	212,884		-	163,800
Specials								
Paint project assessment			-				-	
SBA Loan - COVID Relief			32,600	33,400				
June 2022 Flood								
Reservation Fees	7,500	22,000	17,470	34,370	41,880		-	24,000
Apartment 100	6,265	11,702	10,590	3,288	7,881		-	-
Linen income	29,675	28,310	22,465	27,470	39,760		-	13,500
Linen expense	(24,755)	(22,550)	(18,646)	(27,515)	(38,649)	(1,681)	-	-
Linen	4,920	5,760	3,819	(45)	1,111	(1,681)	-	13,500
Cleaning income	44,385	39,415	31,380	44,570	57,678			13,500
Cleaning expense	(40,364)	(41,105)	(34,865)	(42,343)	(54,482)	(2,676)		-
Cleaning	4,021	(1,690)	(3,485)	2,227	3,196	(2,676)	-	13,500
Miscellaneous								
Rent cancellation	600			10,472		(70)		
Sales tax	494	545	318	486	423			150
Other	254	2,474	(45)	(350)	200	2,711	518	
Total miscellaneous	1,348	3,019	273	10,608	623	2,641	518	
Total Operating Income	354,848	377,670	381,487	482,506	477,575	243,284	307,993	522,425



# Expenses (1/3)

	<u>Actual 2018</u>	<u>Actual 2019</u>	<u>Actual 2020</u>	<u>Actual 2021</u>	<u>Actual 2022</u>	<u>Actual 2023</u>	<u>Actual 2024</u>	<u>Budget 2025</u>
Expenses								
Compensation								
Managers' Salaries	105,892	108,915	117,179	113,623	119,136	73,514	73,584	85,000
Interim CAM							18,033	-
Hurricane Emerg Assistance							18,064	15,000
Retirement contribution	6,000	5,000		5,000	2,386	-	5,000	-
Office staff	26,194	21,715	19,158	29,764	40,027	3,353	420	50,000
Taxes	10,730	10,654	10,419	10,749	10,493	5,770	7,370	10,000
Performance Bonus		5,000			5,000	5,000		15,000
Other				1,874				
Total Compensation	148,816	151,284	146,756	161,010	177,042	87,637	122,471	175,000
Insurance								
Flood	42,263	44,360	49,893	50,899	62,389		88,162	110,000
Hospital	21,694	24,244	26,244	15,624	10,997	9,220	9,628	10,000
Wind	17,730	18,031	9,484	31,710	39,266	20,332	51,656	35,000
Workman's comp	2,611	1,942	1,561	1,428	1,386	1,304	1,230	1,500
Umbrella	1,883	1,900	2,306	4,294	5,925	4,084	6,008	6,000
Property & General Liability	7,891	8,294	9,313	11,646	17,360	25,309	27,599	28,000
D&O	1,114	1,114	1,114	1,391	2,189	2,132	4,650	4,700
Equipment breakdown						1,250	1,252	1,252
Mach/Boiler	1,865	1,981	1,653	2,026	1,967	3,828		
Fidelity Bond	506	534	534	534	269	544	285	300
Appraisal	350	350	750	350	350	800	450	450
Other								
Total Insurance	97,907	102,750	102,852	119,902	142,098	68,803	190,920	197,202

# Expenses (2/3)

	<u>Actual 2018</u>	<u>Actual 2019</u>	<u>Actual 2020</u>	<u>Actual 2021</u>	<u>Actual 2022</u>	<u>Actual 2023</u>	<u>Actual 2024</u>	<u>Budget 2025</u>
Expenses								
Building & Grounds								
Building & Grounds - General	17,346	24,103	24,763	19,982	18,185	1,721	1,838	15,000
Security fence rental								
Pool	4,155	11,335	6,166	6,766	6,411			6,000
Furniture	2,125	804	2,347	2,566	2,502			500
Fire System	740		420		1,813			
Elevator	4,575	8,133	3,074	5,251	5,219	720		5,000
Beach Maintenance	1,320	1,390	1,320	1,440	1,440	480	480	1,500
Daily cleanup					6,779			4,320
Mowing	5,988	6,525	6,765	6,000	7,350	750		4,000
Tree Trimming	2,475	2,145	2,245	3,545		962		1,500
Landscape	8,465	3,330	1,257	6,128	1,930			4,500
Pest Control	1,601	1,397	1,524	1,665	1,119	141	3,325	3,500
Other			-					
Total Building & Grounds	48,790	59,162	49,881	53,343	52,748	4,774	5,643	45,820
Office								
Supplies	5,727	4,011	3,080	4,682	6,793	24,237	635	2,500
Advertising & Public Relations	1,164	999		1,216	1,798	250		2,500
Professional Fees	3,078	3,661	3,235	3,970	4,723	5,655	20,426	7,000
Cell Phone	1,500	1,500	1,500	1,500	1,500	1,000	544	600
Dues	2,533	2,169	1,238		-			
Automobile Expense	2,640	2,640	1,980	1,800	2,160	1,830	300	-
Board Directed Expenses	1,198	1,561	1,293		66	211	617	500
Postage	598	265	105	209	285	434	264	500
								1,000
Laundry/coffee	(199)	(596)	(839)	280	(1,054)	26		
Credit Card (net)	458	(1,902)	(390)					
Other Business Expenses	-	63	665			458	2,176	1,000
Total Office	18,697	14,371	11,867	13,657	16,271	34,101	24,962	15,600

# Expenses (3/3)

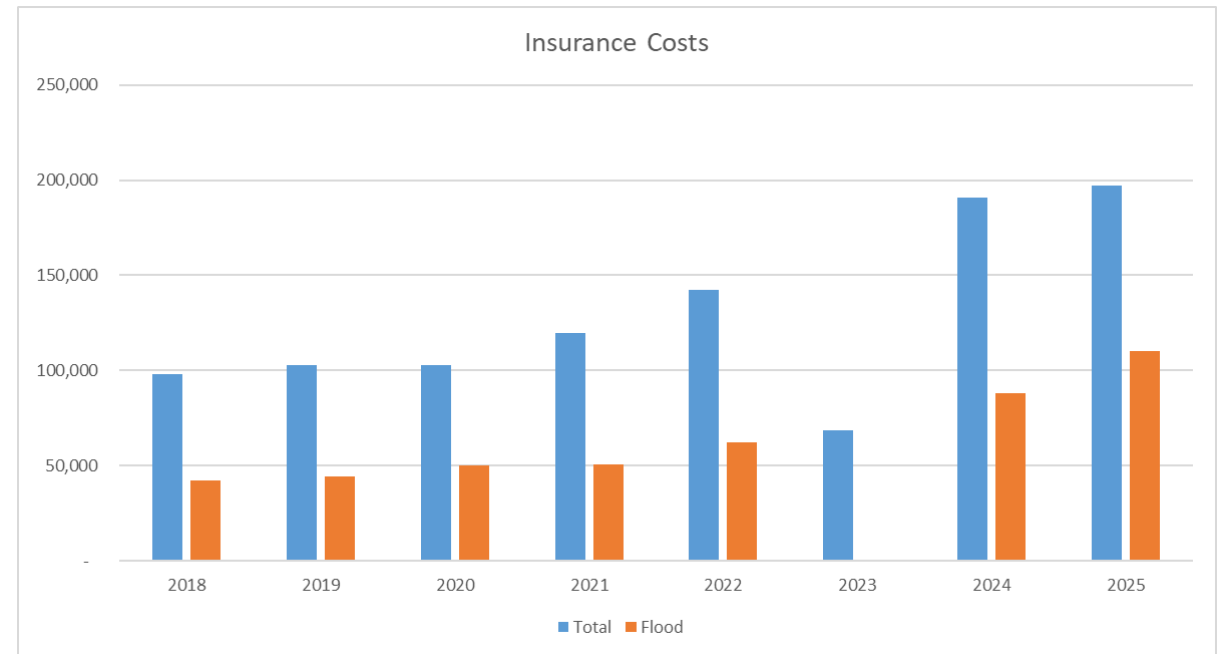
	<u>Actual 2018</u>	<u>Actual 2019</u>	<u>Actual 2020</u>	<u>Actual 2021</u>	<u>Actual 2022</u>	<u>Actual 2023</u>	<u>Actual 2024</u>	<u>Budget 2025</u>
Expenses								
Infrastructure								
Quickbooks		984	1,718	2,118	2,075	2,632	2,412	2,500
Internet	2,680	5,431	3,199		-	-	80	-
Lock System		2,542	5,160	6,892	6,926	741		5,000
Rental system software		5,836	5,371	6,906	6,994	6,277		5,500
Office software other	8,385	1,342	1,808	3,011	1,490	2,131	729	1,000
Web service			3,230	4,881	4,786	4,118	5,010	4,500
Office Equipment					2,428			
Total Infrastructure	11,065	16,135	20,486	23,808	24,699	15,899	8,231	18,500
Utilities								
Water/Sewage	22,918	22,466	22,966	26,795	30,067			20,000
Electric	8,699	8,205	7,054	8,305	10,756	9,671	8,177	8,500
Trash	4,312	4,573	3,996	5,673	5,760	(43)		5,000
Telephone	1,813	1,914	2,278	2,411	2,213	1,397	782	1,500
Cable Clearing								
Phone Clearing								
Flipkey Clearing								
A/C Clearing								
Total Utilities	37,742	37,158	36,294	43,184	48,796	11,025	8,959	35,000
Licenses & Permits	3,058	2,741	2,546	2,953	4,010	1,632	1,070	2,500
Interest								
Finance Charges	(74)	(8)	256	(14)	(7)	69	8	-
Bank Service Charges			510	500	1,535	341	1,149	
Interest Income							(28,218)	(3,750)
Line of Credit Interest Exp	1,213	981	3,391	1,081		7,532	7,759	3,750
Total Interest	1,139	973	4,157	1,567	1,528	7,942	(19,302)	-
Total Operating Expenses	367,214	384,574	374,839	419,424	467,192	231,813	342,954	489,622

# Commission Rate

- Commission rate was 13% up until 2 years ago when we voted to take it to 15%
- Propose to leave at 15% for 2024/25 and then raise to 17% in 2025/26

# Insurance Costs

- In 2023 we succeeded in moving our Flood bill back one month to October and therefor avoided the cost that year
- Overall you can see that Insurance costs have doubled since 2018 almost across the board



# Operations Notes

- Yamilet will clean the common areas 6 of 7 days a week during high season
- Ability to Rent the Community Room? Parties etc
- Supplies – change process
  - Used to keep inventory of coffee machines etc for breakdowns
  - With Amazon/Lowes delivery, limit supplies inventory to essentials only
  - Transfer responsibility to owner to order and have delivered to Pointe South
- Office staff
  - Normal hours → 9 – 3
  - Half day on Sunday – 3 hours

# Financing Assumptions

- Original plan to pay down L/C by 12/31
  - Hurricane Milton may have delayed this
- Assume 3/31 for budget
- \$150,000 @ ~5% = \$7500 Annual cost
- $\frac{1}{2}$  = \$3,750
- Assume interest income on Money Market offsets expense – no financing income

# Reserves - Pooled

- \$75,000 was transferred to Hurricane Ian reconstruction account
- No other operating activity

## Pointe South Pooled Reserve

### Statement of Financial Position

As of September 30, 2024

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
Pointe South Pooled Reserve	7,118.98
<b>Total Bank Accounts</b>	<b>\$7,118.98</b>
Other Current Assets	
Due from Maintenance A/C	23,342.89
Hurricane Ian trsfr to Maint	75,000.00
<b>Total Other Current Assets</b>	<b>\$98,342.89</b>
<b>Total Current Assets</b>	<b>\$105,461.87</b>
<b>TOTAL ASSETS</b>	<b>\$105,461.87</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
<b>Total Liabilities</b>	
Equity	
Opening Balance Equity	30,556.13
Retained Earnings	74,905.74
Net Revenue	
<b>Total Equity</b>	<b>\$105,461.87</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$105,461.87</b>



# Statutory Reserve

- \$58,000 was transferred to Hurricane Ian reconstruction account
- Used on items subject to Statutory reserve requirements
  - Roof
  - Parking lot inc drainage system
- No other operating activity

## Pointe South Statutory Reserve

Balance Sheet

As of September 30, 2024

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
Statutory Reserve	2,972.28
<b>Total Bank Accounts</b>	<b>\$2,972.28</b>
Other Current Assets	
Due from Maintenance A/C	37,100.00
Hurricane Ian Transfer money market 2023	58,000.00
Hurricane Ian Trsfrs to Maint	0.00
<b>Total Other Current Assets</b>	<b>\$95,100.00</b>
<b>Total Current Assets</b>	<b>\$98,072.28</b>
<b>TOTAL ASSETS</b>	<b>\$98,072.28</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
<b>Total Liabilities</b>	
Equity	
Opening Balance Equity	0.00
Retained Earnings	98,072.28
Net Income	
<b>Total Equity</b>	<b>\$98,072.28</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$98,072.28</b>

A tropical beach scene with white sand, turquoise water, and a blue sky with palm fronds in the foreground. The text "Thank you!" is centered in the middle of the image.

**Thank you!**