

CASA YBEL BEACH & RACQUET CLUB
PHASES F, G, H
BOARD OF DIRECTORS TELECONFERENCE MEETING
May 18, 2010

The meeting was called to order via telephone at 11:15 a.m. by President Lynn Perkins. All Board members were in attendance: John Demos in person, and Len Elikan, Joe Gala, Lynn Perkins, Brenda Pommerenke, Pat Sweeney and Susan Walter via telephone. Attending from Hilton Grand Vacations Company (HGVC) were: Chris Cain – Interval Manager, E. J. Nees – Regional Director, Sanibel/Captiva and Cindy Glasenapp – Administrative Assistant and acting Recording Secretary for this meeting.

The purpose of this meeting was to review the revised refurbishing proposal from Dowman Designs.

At the board meeting on April 19, 2010, the Board approved working with Dowman Designs for refurbishment and approved a budget not to exceed \$587,000.

Per the Board's instructions at that meeting, Mr. Dowman revised his proposal to remove wood blinds and reduced the amount of chair cushion foam needed. At Chris' questioning, the square yardage required for carpeting was also recalculated (added approximately \$40,000 to the proposal). Chris also found that the proposal did not include sales tax (added approximately \$31,500). Chris removed the master and guest bedroom floor lamps (\$14,280) and the master and guest bedroom dresser mirrors (\$12,040) from the proposal because he felt they were in good condition (he is unaware of any safety hazard) and the expense was not necessary. An amount was added for pillows, mattress pads and blankets. After other adjustments were made, the total revised proposal was \$622,949.88, which is \$35,949.88 higher than the amount the Board approved.

There was discussion on the items in the proposal and it was questioned if some of the items could be eliminated to further reduce the proposal amount. Mr. Elikan noted that when we talked originally, they said they would be willing to work with us; they knew at that time we were over our budget. It doesn't appear that they've reduced their costs or profit.

Jeff Dowman of Dowman Interiors joined the meeting via telephone. He answered the following questions:

- Were the mirrors above the nightstands in the master bedroom necessary? Yes, he felt they were because they expand the light in the master bedroom.
- The artwork showing the Sanibel map appears to cut off the part of Sanibel where Casa Ybel is. Is that the correct picture? Do we need new frames and new prints? The proposal is for new prints of the same navigation chart that is in the units now. The cost of reframing the existing is more expensive than framing a new print. Mr. Dowman will assure in writing that nothing will be cut off the chart.
- What kind of blankets are they using? Cotton thermal.
- The rendering of the sleeper sofa is incorrect . . . it will be a three-cushion sofa.

The proposal does not include "attic stock" . . . additional lamps, sofa and lounge cushion covers.

When asked if anything could be cut, Mr. Dowman stated that he cut a lot out already. The one area that is still unknown is labor cost; he believes it will come down. He stated that he understands that the proposal is over budget; anything they can cut, they will, and will pass on those savings to us.

The time frame was discussed. Mr. Dowman has already ordered the fabrics so we could get the furniture in time. There is a 12 week lead time for fabric. He indicated that we are on time to get the items in during maintenance weeks, but time is getting very critical.

MOTION was made by Brenda Pommerenke and seconded by Susan Walter to approve a refurbishing budget not to exceed \$630,000. This will exclude floor lamps and master bedroom dresser mirrors, but include attic stock and the mirrors above the master bedroom night stands. If there are any savings in labor costs, they would be taken off at the end. Mr. Demos voted aye, Mr. Elikan voted no, Mr. Gala voted aye, Mr. Perkins voted aye, Ms. Pommerenke voted aye, Ms. Sweeney voted no and Ms. Walter voted aye. **Motion carried 5 to 2.**

There being no further business, ***MOTION was made by Brenda Pommerenke and seconded by John Demos to adjourn.*** Mr. Demos voted aye, Mr. Elikan voted aye, Mr. Gala voted aye, Mr. Perkins voted aye, Ms. Pommerenke voted aye, Ms. Sweeney voted aye and Ms. Walter voted aye. **Motion carried unanimously.**

Meeting adjourned at 11:47 a.m.