

**EXCELSIOR REAL ESTATE CORPORATION OF SIESTA KEY**  
**ANNUAL MEETING MINUTES**  
**Saturday, November 9, 2019**

**Call to Order:**

The meeting was called to order at 12:55 p.m. by Lisa Donatelli.

**Confirmation of Statutory Posting of Meeting:**

It was confirmed by meeting was noticed in accordance with statutory requirements.

**Roll Call and Quorum:**

The following directors were in attendance: Lisa Donatelli, Craig Dobson, Sally Klitz, Terry Jones, and Tom Murray. A quorum was established.

**Approval of November 10, 2018 Meeting Minutes:**

Motion to approve and waive the reading of the 2018 minutes was made by Craig Dobson, second by Terry Jones, all in favor.

**President's Report:**

The report, as prepared by Linda Shea, was presented; a copy of the report is attached.

There are currently 70 units in the Excelsior Rental Program and 8 units being rented independently. There is a new broker, Joe Gruters, for the R.E. Corporation. Credit cards have increased rentals, the new website continues to be upgraded and attracting more business. Linda is a registered insurance agent for the rental program, which is generating additional income. 6 units have sold this year, with Excelsior selling 3 of the 6. It is projected that in 2020 the rentals and commissions will continue to increase.

**Election of Officers For R.E. Board:**

Motion by Craig Dobson, second by Terry Jones, approved by all for the following slate of officers:  
Tom Murray, President; Sally Klitz, Treasurer; Terry Jones, Secretary

**Audience Questions and Comments:**

There were no questions presented at this meeting.

**Adjournment:**

The meeting was adjourned at 1:15 p.m.

Respectfully submitted by,

Sheila Connell  
Recording Secretary

**EXCELSIOR BEACH TO BAY OWNERS ASSOCIATION**  
**ANNUAL MEETING MINUTES**  
**Saturday, November 9, 2019**

**Call to Order and Roll Call:**

The meeting was called to order at 10:05 a.m. by President Craig Dobson. Craig Dobson, Lisa Donatelli, Sally Klitz, Kraig Klosson, Jim London, and Tom Murray were present. Also in attendance was Manager Dan Watnem.

Lisa Donatelli explained that for the first time, owners will be able to participate in the meeting via online connection. They will be able to submit their questions or comments.

**Quorum Established:**

There were more than 83 owners participating in person and by proxy, which constitutes a quorum.

**Confirmation of Posting:**

Proper notice of the meeting was confirmed. A quorum was established.

**Closing of Polls:**

The President announced that the polls are now officially close and the counting of the proxies will begin.

**Approval of Minutes:**

Motion to waive the reading and approve the 2018 Annual Meeting minutes was made by Jim London, seconded by Sally Klitz, all in favor.

**Memorial of Deceased Owners:**

The following owners have passed away this year:

Diane Collins 107-5/305-3	Jim Malooly 303-1
William Schierholz PH-3	Jeanette Sigrist 203-3,
James Trezfiger 207-5	Lillian A. Vansteenbergh 202-2.

The President asked for a moment of silence in remembrance of these owners.

**Introduction of New Owners:**

The President welcomed the new owners to the community:

A.J./Amy Booher 406-G	Kimberly/Blair Bowman 404-2
Renata/Dejan Dimitrievic 302-1	Dayle/John Kellner 307-4
Mary/Jeff Mauck 206-2	Cynthia/Douglas Roselier PH-1

**President's Report:**

The President welcomed the community to the 2019 Annual Meeting. He reminded owners that the food collection will continue next week, and encouraged owners to make contributions which will benefit the All Faiths Food Bank. On behalf of the Board and community, he thanked the social committee for the excellent party. Due to an excellent year, the Real Estate Corporation was able to contribute extra funds this year.

The President gave a summary of the highlights and challenges of the past year, including that there were 4 new directors. They have put the emphasis on involving more of the community with more and better communication, with focus on what is good for the majority, wherever possible.

For the first time, the assessments have been decreased, as the Board was able to utilize the 2019 operating surplus to lower the 2020 maintenance fees. The Board is committed to maximize revenue from the real estate corporation and to spend responsibly. He thanked the Board, Committee Chairs, and Staff for their hard work and dedication throughout the year. A copy of the President's Report is attached.

**Manager's Report:**

The Manager presented a report on accomplishments of this past year. He thanked the Board of Directors for their continued support in the effort to maintain the Excelsior as one of the premier properties on Siesta Key. He thanked Committee Members and Staff for their hard work. He provided a summary of the major work done over this year. Many jobs were able to be performed by the in-house maintenance staff, such as painting, power washing, light plumbing, and more. He presented a slide show to demonstrate water damage and other problems in the community. In 2020, they are getting a professional evaluation of all the buildings to make repairs in preparation for the painting project schedule for 2021. A copy of the report is attached.

Both the Manager and the President stressed if you see something that is a concern, then please report it as soon as possible to the office for investigation. That way, small problems may not evolve into major ones. This could be potential termites, cracks, signs of water intrusion, or other important issues.

**Committee Reports:*****Landscape :***

Jim London presented the Landscape Committee Report. He stated the maintenance and office staff at the Excelsior is the best crew ever; applause followed. He reminded owners to remember the annual holiday gift fund donation. An Aging Irrigation system continues to be one of the challenges. He is working closely with the owner of West Bay to evaluate replacement plantings needed. He provided a summary of landscape work performed. All palms will be trimmed, mulch will be installed. He addressed the sinkhole area that was corrected. He recognized the volunteers and staff that have worked on the landscaping, and feels it looks better than ever.

*Insurance:*

The President announced that there is a need for a Chairperson for the Insurance Committee. The community continues to work with the All-Lines Agency and has great trust in their recommendations.

*Finance:*

Sally Klitz presented the Treasurer's Report. The 2018 full audit showed that the association is in good financial shape; the results will be posted on the website. This year there were large expenditures for Elevator Repair, Landscaping, and Building Maintenance. It is projected that the year will end with over \$836,000 in Reserves. There will be a decrease in 2020 maintenance fees, due to an increase of fees generated from the Real Estate Corporation. A copy of report is attached.

*Building & Grounds:*

Tom Murray presented a report on several projects including the planned renovation of the community room, kitchen, restrooms, and fitness room; the plan is to renovate and make all facilities handicapped accessible. There was a discussion on options for extending the footprint of the building; the structural constraints limiting that. Also discussed was the Walkway Project; they are going interview multiple contractors and will need a committee to evaluate the aesthetics of the plan. Security issues at the pool on the Gulf side will be reviewed, which may be expanded to other areas. He was complimented on this dedication.

*Website:*

Lisa Donatelli presented an overview of the new website, which she showed on the screen. She is working on options for optimizing use of the website, with an emphasis on marketing for the rental program. There will also be a section for Events and Things To Do, a Guest Log-in Page, an Interactive Map, and an Owner's Corner which will be password protected, and more. She would welcome some assistance in further developing the website. The Owner Log-in is: Excelsior 63. The audience applauded.

*Rules:*

Ken Gertz will be chairing a meeting of the Rules Committee on November 21, which is open to all owners. The existing Rules & Regulations will be reviewed at that time. Participation and input is encouraged from the membership.

*Social:*

Mary Dobson thanked all the helpers for the events. The Committee requested a \$3,000 budget. She mentioned the Sunshine Committee; if you know of anyone needing help, please contact the committee. Some of the events held include the Pickle Ball Tournament, Water Aerobics, Easter Egg Hunt, Bingo and Boccie Ball. This year they will also include Arts & Crafts, a Scavenger Hunt, and more.

**Volunteer and Retiring Board Member recognition**

Craig Dobson thanked Kraig Klosson, who is retiring from the board. He was presented with a plaque of appreciation and a gift card. The audience applauded. Thanks were also given to the committees who oversee the many social functions, holiday decorating which all contribute to the quality of life at the Excelsior.

**Introduction of New Members 2019-2020 Board of Directors:**

Board Members for the 2019-2020 term were announced. They will be as follows:

Craig Dobson, Lisa Donatelli, Terry Jones, Sally Klitz, Jim London, Jim McCoy, and Tom Murray.

**Proxy Vote Results:**

The proxy results are in, and all items passed.

Waive 100% funding	Yes: 131	No: 0
Reallocation of Reserves*	Yes: 131	No: 0
Reserve Budget Funding*	Yes: 131	No: 0
Operating Budget*	Yes: 131	No: 0
Approval of Full Audit	Yes: 10	No: 120

2/3 majority/bldg required\*

There was a brief recess as the vote count was reviewed. It was indicated that the Gulf Building was short by 1 vote to approve the funding. The Board will be available after the meeting to address this.

**Owners Questions/Comments:**

Sally Klitz, Treasurer, inquired as to the schedule for remodeling of the Community Room, in order to have the funds available. She inquired if there was a way to open up the kitchen. Terry Jones explained the structural challenges and increased expense that would entail.

Monica Kelly (302-4) inquired if the wall could be opened for a wider door. It was indicated that the expense to do that would be prohibitively expensive.

Judy Witmus (102-2) inquired on the need to hire a designer. Tom Murray indicated that the decisions should be made by the committee, if they feel a designer should be hired.

Noelle Robinson (302-5) expressed importance of new Community Room, as it is the first impression of the property that many people see.

Sue Traeger (101-1) commented termite issues. Could owners be informed where termites have been found. The Manager replied affirmatively. How is Christmas Fund divided? It is distributed evenly with the exception if there is a new employee who has been there a short time.

Mr. Statland (402-5) reported there is a problem with attics in Bldg 5. Trinican neglected to fully restore all the units. They do not have storage space – no access in the ceilings where there used to be pull down ladders.

Mr. Harris: commented about the problem with car parking, unauthorized Visitors using parking lots. Can we have tags for both owners and renters.

Paul Dutton (405-5) Regarding the Community Room: could they consider expanding building outward – as a possibility, would need to look at budget.

Murphy (301-4) submitted an online question: why are 1 week rentals allowed on VRBO? It looks like about 6 units are doing this. The Manager stated they are aware of this.– the offending owners will receive letters: they must pay the fee or will not approve rental applications

Joan Winters:402-4) Can shorter rentals be allowed, such as for 9 days, if unit has to be blocked off for 2 weeks and they have to pay full commission.

Mrs. Trefzger (207-5) commented that while placing online reservation, cannot see unit notes and dates dont show. The Manager indicated this is an issue with the RNS software.

Judy Wittmus (102-2) She went to Excelsior.com, and VRBO popped up first with our photos.

Sally Klitz (6269SV) She complimented Linda on the the Rental program and stated that the proceeds befrom the commissions benefit the whole community.

Kathy Bell (S. Villa)There is POD by bulding 3. Dan sometimes allowed for short term, he will follow up.

Comment: thanks to 30+ people who helped with Christmas decorating.

**Adjournment:**

The meeting was adjourned at 12:30 p.m. All in favor.

Respectfully submitted by,

Sheila Connell

Recording Secretary

**EXCELSIOR BEACH TO BAY OWNERS ASSOCIATION, INC.**  
**BOARD OF DIRECTORS MEETING**  
**ORGANIZATIONAL MEETING**  
**November 9, 2019**

**Call to Order:**

The meeting was called to order at 12:45 p.m.

**Confirmation of Posting:**

It was confirmed that the meeting was posted in accordance with statutory requirements.

**Roll Call:**

There was a roll call of the directors:

**Quorum Established:**

All directors were in attendance; a quorum was established.

**New Business:**

**Election of Officers:** A motion was made by Jim London, second by Tom Murray to retain the current slate of officers, except to elect Terry Jones, to replace Lisa Donatelli as Secretary. All in favor.

**Designation of Officers of R.E. Corporation**

**Appointment of 5<sup>th</sup> Officer of R.E. Corporation**

**Review of Bank Check Signers**

**Assignment of Committee Chairmen:**

Building

Landscape

Insurance

Social

**Adjournment:**

The meeting was adjourned at 1:25 p.m.

Respectfully submitted by,

Sheila Connell

Recording Secretary