

SAUSALITO SHORES HOMEOWNERS ASSOCIATION
ANNUAL MEETING MINUTES

Sunday, January 23, 2022 at 3:00 p.m.
Zoom Meeting online

I. Call to Order

The annual meeting of the SSHA was held Sunday, January 23, 2022 at 3:00 p.m. It began at 3:01 p.m. and was presided over by interm-president Emily Fitzgerald.

II. Attendance

Roll Call was taken for Board Members in Attendance: James Pooler, Debbie Gillard, Sean Michaux, Ricky Dorman, Sue White, Laurie Lawrence

Board Members Not in Attendance: Carl Krauss and Barry Bobes

Others in Attendance: Deonda Scott, Dave Revelle, Tehani Espinosa, Patrick Winkler, Ron Shady, and Dave Manor

III. Approval of Minutes

Motion made by Sue and seconded by Laurie to approve the December 2021 minutes. The motion carried with all in favor.

IV. Treasurer's Report

Dave gave a report of Income and Expenses.

Income: \$47,031: \$14,500 was dues, \$3,500 boat club, almost \$12,000 storage, \$100 kayak storage.

Clubhouse was \$11,000, Sausalito Condos paid \$1813 for their part of upkeep of boat ramp and common grounds, and \$3,800 estoppel fees.

Expenses: \$2,500 Clubhouse, \$1,200 Hospitality, \$5,700 Insurance, \$10,000 Landscaping (mow/blow of all common grounds); \$141 newsletter, \$1,600 mulch for Playground, \$2,000 professional fees and repairs, \$1,200 WI-FI and website; \$1,500 water; \$3,200 electric; total: \$32,000. We will put \$14,000 into reserves for things like future landscaping, insurance, clubhouse, RV lot.

Motion made by James to approve the final 2021 SSHA budget; seconded by Debbie. The motion carried with all in favor.

V. Old Business

Review of 2021 Projects and Initiatives

Emily described some of the events and initiatives that happened in 2021. The Easter Scavenger Hunt with the local fire station and treats for kids. Ron helped lead us in a RV Storage Lot Cleanup Day. New appliances in the Clubhouse were purchased and installed. A 'Good Neighbor' outreach program was started by the Welcome Committee, created to ensure we could communicate with non-members about neighborhood news (by email) and gives us a database of information. Halloween Parade was successful - thank you James and Michelle. Holiday Decorating Contest - gave out awards. New mulch was put down in the Playground.

2022 Improvements and Goals

Emily said these are larger projects the board has identified that we'd like to work on this year. Clubhouse interior improvements include a new floor and overall interior improvements. Dave Manor said the dock rebuilding will now start in February 2022. We will also look at adding rock to the RV Storage Lot areas to alleviate the mud issues. Entrance landscaping and we'll talk about more after this in detail. Improvements in the Playground and Dog Park areas as well.

436 Entrance Beautification Plan

Laurie presented a series of slides that described a potential landscape plan for both medians, and also presented some issues proceeding with the 436 entrance beautification plan. She began by saying many residents expressed concern about how the entrance looked after the palm trees were cut down, that the board was also concerned and has discussed the issue many times over the last few months. Laurie did some research in order to offer the board a landscape concept -- what it might look like and what that might cost. To estimate more accurately, drawings were done to estimate number of plants and how much material would be needed based on square footage. First drawing showed about 65 feet of the western tip of the first median. Retail costs for plants and materials were estimated at \$2200; labor costs estimated \$2000-\$3000 but that could be high. Total estimated cost of \$4,000-\$5,000. Second drawing is the western tip of the first median. Plants and materials were estimated to be about \$1500-\$1600. Labor costs were not estimated at this time. Third drawing for the second median with planting areas at either end with another in the center. Plants suggested in these layouts were chosen for their maximum height (none would grow taller than 8 feet tall), their color, ease of maintenance, and drought resistance after roots get established. The medians are owned by the City of Casselberry, and the SSHA has chosen to maintain the medians by mowing & trimming the existing landscape. Unfortunately, the irrigation system that exists on the two medians belongs to the Sausalito Condo Association, and they have decided they don't want the irrigation system turned on. Without a reliable water source for new plants (essential for establishing new roots), it's difficult to justify the cost of this project, so we hope the Condos agree to turn on the irrigation system at some point in the future. What we can do is focus on beautifying our common areas and other entrances (Red Bug Lake Road entrance and the smaller one at Sausalito at Bocana Dr.). The City of Casselberry offers HOAs and homeowners matching grant money, and the SSHA will consider applying for this program later this year. Emily asked if anyone had any questions or comments.

James agreed that the front entrance looks very sad and hopes that we can find a way to get irrigation to that area, and get the Condos to work with us as this is a shared entrance, and any improvements to this entrance adds value to the homes AND condos. James also suggested the Sausalito sign structure needs to be pressure-cleaned before any plants get installed. There is a product called Wet-And-Forget and we need to have someone with a pressure-washer to clean that structure. James said he may try to apply the Wet-and-Forget in February so it doesn't impact the plants that we will hopefully be planting in March or April. Emily reminded James there is still the issue of no electricity at that location for a pressure-washer. We will revisit this suggestion in the February meeting. Sean said since the Condos pay us for use of the common areas and the dock, and we need to leverage the benefits that any new landscaping offers them -- in trying to get them to turn on the irrigation system. Emily said we will also revisit this issue in the February meeting.

Neighborhood Workday - March 26

Emily announced we are planning another neighborhood workday similar to what we did last year in the Storage Lot. This will involve several different projects and we have a Workday sign-up on the website. James gave an overview of the scope of the projects: 1) three dead trees near the shoreline by the dock need to be removed, ideally when Dave has the entire old dock ripped up. The trees are large, but they are not cypress (because you can't do anything with dead or live cypress trees). 2) Chain link fence that goes around basketball court and RV storage, needs to be reattached to posts, etc. 3) Front entrance to Clubhouse needs more mulch and possibly curbing to keep mulch in place. 4) Lettering on the front of the Clubhouse that spell out CLUBHOUSE need to be replaced. The existing ones are wood, and have deteriorated from exposure to the sun. 5) Some shrubs and palms located in the RV Storage lot to be removed 6) Utility poles located east of the Playground, need to be cut down and moved to the parking lot to be used as parking barriers. 7) The attic in the Clubhouse needs to be cleaned out, organized, and old things tossed.

Debbie asked if all those tasks could be done on the workday and James said he thinks they can if they have the tools to do it. Sean said he has a pole trimmer and a chain saw that he could use. Emily suggested she, James and the rest of the board work together in the coming weeks to get a list together of what tools will be needed, who has what, and start assigning names of people to the different tasks. Emily said we will send out some social media blasts to hopefully get more people to sign up and help that day. Laurie said that if anyone wanted to sign up there is a checkbox located on the website's contact form for the March 26 workday.

VI. New Business

2022 Annual Budget - Dave Manor

Dave stated that last year we did fine with everything and were able to move money into the reserves for some of the bigger projects. We talked about increasing two things this upcoming year, but the \$5 we're looking at raising each of the fees, if one person cancels, we would lose all the money we'd get by raising it by \$5. Dave didn't think that made sense. Dave says he has budgeted 110 members for dues brings in \$13,750. Last year was \$1000 more than that. For Boat Club, 25 members budgeted which brings in \$3125; last year we brought in \$3500. For Storage Lot we typically have 35 slots rented at any one time, (we'll probably have a few more this year), but we have 11,375 budgeted at the current rate of \$325. We'll have 4 key deposits at \$100, 3 kayaks at \$150. Clubhouse is budgeted to bring in \$9,000 although last year it took in \$11,000, there's some opportunity there for the Clubhouse to bring in more. The Condos will give us a check for \$1868.25, which is their share of the maintenance costs for the common areas, tennis courts, basketball court, and dock. (Dave noted that the Condos pay this fee every year and are treated as equal members of the SSHA for that fee. They also get one vote at our annual meeting if they want to use it. Any person paying dues at the Condos has the right to access our common areas and use our amenities the same way that anyone paying dues and living here in Sausalito Shores does.) Dave continued giving budget figures: Estoppels took in \$3800 last year, we budgeted 12 estoppels at \$3000 this year. We charge \$250 for each house that sells to fill out the estoppel forms. And each year we make about \$150 interest income on the money we have in the bank. So I have budgeted that we take in about \$42,500 next year. Expenses are budgeted at the same amount \$42,500. \$50 for bank fees. Between the condos and the houses, we will put away \$3700 toward boating - either the ramp or dock. We have \$5000 budgeted for the Clubhouse, along with what we have in reserves so we have the funds to do the floors, blinds, and fix the patio doors this year. We have \$500 budgeted for locks as we do

each year, and I know we are talking about different solutions for that, so we'll have to look into where we spend on what. \$100 budgeted for garage sale, \$1500 budgeted for hospitality (same every year), \$6000 for insurance, \$12,000 for mow/blow landscaping, we spent about \$10k on the mow/blow which gives us an extra \$2000 toward taking down trees or something extra like we were talking about. The newsletter is budgeted at \$300, and \$300 for office supplies, \$200 for PayPal expenses, Playground has \$1750 budgeted. Postage \$200 for annual mail-out of dues, professional fees \$1000 budgeted (the accountant that does our taxes, etc.). Misc. has \$1500 budgeted. Storage Lot \$2000 budgeted, plus there is money in reserves to do the rocks. Website (includes Wi-Fi) \$1481 is budgeted; last year we spent \$1200. Water \$1500 budgeted to do the Doster entrance and the Bocana/Sausalito entrance and the water at the Clubhouse plus the trash pick-up at the Clubhouse. Electric is budgeted at \$3400 for next year.

Dave stated if everything stays the same, we will take in \$42,500 and expenses will be \$42,500. If we raise dues, we would bring in an extra \$500; if we raise Boat Club by \$5 we only take in an extra \$125; if we raise the Storage Lot \$25, we bring in an extra \$300. With Covid and everything going on, Dave recommended we leave everything the way it is, and just move forward with what we have. If we are going to raise anything, the Storage Lot could be raised to \$360 and still be a very good deal, whereas if we raise dues or Boat Club, we take a chance of losing people, and if we lose one or two, then the raise offsets what we lost. (?)

Emily said that Ron Shady was having trouble with his audio and was in the chat area and wanted his comments to be read aloud. Ron wrote: after reviewing the budget, it appears we came out \$4000 ahead from last year so his recommendation is to leave the Boat and Storage fees the same for this year. Sue had a question about the \$6000 insurance budgeted for 2022, if that included coverage on the new wall (along Red Bug Lake Road). Dave responded that it did cover the wall. Dave also confirmed that the board has a one million dollar liability policy including coverage for board members. Sue said that Dave's recommendation makes sense.

Emily asked if anyone wanted to discuss raising the dues or fees. Laurie brought up the fact that the board discussed raising the fees in the December meeting, and wanted it acknowledged that the board agreed in the last meeting that raising fees gradually would be better than raising fees a higher amount at a later date. Debbie said she agreed with Dave and Ron. Deonda Scott in the chat area said she thinks the Storage Lot fees should go up because there are people on the waiting list that would like spots vacated by those who may not pay a higher fee. Dave said that he believes there are some people who will leave the Storage Lot this year, so the 4 people who are on the wait list should be getting in. James asked about possibly raising the Storage Lot fees for those 4 new Storage Club members who get in, and then raise the fees for the current Storage Lot members next year. Emily said she thinks the fee structure would need to be universal, and raised at one time. Dave said that if we are going to raise any fee, he suggests we raise the Storage Lot fee. Emily asked for a show of hands if anyone wanted to discuss raising the fee for the Storage Lot. No hands were raised. Sean said that eventually we will have to raise the fee if we want to keep putting money into the maintenance of that lot, because prices of everything continue to go up. Dave interrupted and said we have \$8500 in reserve for the Storage Lot and \$2000 budgeted for next year, so we have \$10,500 to upgrade the lot. He said it's a matter of finding people to volunteer their time to do the work, or finding a contract company to come out and do it, but we have always tried doing it ourselves (to save money). But the money is there to purchase what we need to upgrade the Storage Lot. Sean said he's all for the fees to remain the same, but that once we spend that

\$10,000 which might take a couple years, we will be right back at this same decision point, not having raised fees, and in a few years we will have to raise the fees by, say, \$75 which would upset people. Emily confirmed that the board had discussed a gradual fee increase at the last board meeting; that people were so upset when fees were raised last time by a large amount, so we thought it would be easier for people to accept and afford if it was raised by a smaller amount like \$5. Dave said there was a huge commotion when he wanted to raise the fees three years ago; he wanted to raise it to \$360 per year and he was shot down so it was changed to \$325. Dave said he thinks \$325 per year is an incredible bargain, which is not even \$30 a month, and that he would have to pay over \$200 a month to keep his boat trailer somewhere else. So raising the Storage Lot fee is a logical thing we could do, but if we raised Boat Club by \$5 and if one member didn't pay because of that increase, then we would have lost all we were trying to gain. Dave said he thinks dues and Boat Club fees should stay where they are, and if the board wants to raise fees, it should be the Clubhouse or the Storage Lot. Sean agreed with that, but in order to raise fees for the Clubhouse, he felt we would need to do some upgrades and make it look better in order to justify asking for a higher rental fee. Sean also mentioned he has offered to watch for bargain prices on new kitchen cabinets but he needs to have authorization to grab a good deal when he sees it and to act quickly. Dave said he thinks the money for the Clubhouse needs to be spent on the floor, blinds, patio doors, and countertop. And it doesn't make sense to invest in a new countertop if we plan on replacing the cabinets later. Debbie said that even though the cabinets in the Clubhouse are warped a little bit, they are not used by renters all that much, so maybe we could just paint the cabinet boxes and the doors, and add different hardware. No one commented. Sue said that residents' property taxes went up significantly with the completion of the wall, and it's another year of financial hard times, and if we don't have to raise the fees, it seems like we could delay an increase for a year.

Emily asked if anyone would like to make a motion to keep all dues and fees the same or to change one of the fees. Sean made a motion to keep the dues and fees the same for 2022; motion seconded by Debbie. Motion was passed by a majority; some board members abstained.

2022 Board Members

Emily stated that everyone who was on the board will be returning except Sue White, who will be leaving the board. Emily thanked Sue for all the work she's done while on the board: her work on the Welcome Committee, and the Good Neighbor campaign, and Sue confirmed she will continue to help the Welcome Committee by assembling and delivering Welcome Packets to new residents and new members. Sue thanked the board and said everyone had been supportive and fun to work with and she will always be a supporter of the SSHA. She said when the Good Neighbor campaign was launched it was clear that many people here are concerned about our community and what a good place it is to live. Sue thanked the board for all their hard work too. Emily said there was a neighborhood resident and member who had indicated she wanted to be on the board -- Karen Yannon -- and since we don't have a full board, Karen will be added as a new board member. (Karen was not in attendance at this meeting.)

Public Comments

Emily opened up the meeting for public comments when the meeting was suddenly hacked/overtaken by a few people who had logged into the meeting uninvited. Patrick mentioned the ant hills that are located in the common areas around the Clubhouse. Dave Manor responded that the SSHA doesn't have pest control coverage because it was too expensive, and so he used to treat the area with Ortho ant killer, which kills the

ants within 5 min. Anyone who wants to do that, can use the Ortho ant killer. You only need a teaspoon or less on each ant hill. James said it's a never-ending battle. Dave said we had at one time paid someone \$1500 a year and we still had the ant hills. No other public comments

Verify Attendance

Next board meeting will be Tuesday, February 15, 2022. All board members will be able to attend. Emily reminded everyone about the Key Exchange meetings on Tuesday, the 25th and on Thursday, the 27th.

Motion was made that all officers keep their current positions; Motion passed.

Adjournment

Because the disruptive behavior by the few uninvited people were making it difficult to talk, Laurie made a motion to end the meeting. James seconded, and all agreed.