

**DESERT BREEZES RESORT TIMESHARE OWNERS ASSOCIATION
REGULAR BOARD OF DIRECTORS MEETING
DESERT BREEZES RESORT**

**THURSDAY, APRIL 5, 2018
10:00 AM (PDT)**

MINUTES

I. CALL MEETING TO ORDER

Brian Bowcock called the meeting to order at 10:03 a.m. (PDT) and introduced all those present. A quorum was present with all board members in attendance. In attendance were:

Board Members:

Brian Bowcock	President
Jacques Peeters	Vice President
John Middleton	Treasurer
Dorothy (Dottie) Fazio	Secretary
Clarke Schlabach	Director

Trading Places Representatives:

Al Hippe	Resort General Manager
Joanne Hallert	Director of Resort Operations

II. APPROVAL OF AGENDA

Brian Bowcock proposed approval of the agenda with the following additions: New Business, Item G, Day Use/Towel Charge and Item H. Furniture Inspection Trip. There being no discussion, the agenda was approved. The board also added Extended Rental Rate and Owner Correspondence Update for discussion in Executive Session.

III. BOARD MINUTES

A. February 1, 2018 Meeting Minutes

Jacques Peeters made a motion to approve the February 1, 2018 minutes as presented. John Middleton seconded the motion and the motion passed unanimously.

IV. FINANCIAL UPDATES

A. Current Financial Statement

The board reviewed the financial statements through February 28, 2018 and noted the positive variance to budget year to date. The board decided that any future questions on the financials would be directed to Al Hippe.

A motion was made by Jacques Peeters and seconded by John Middleton to accept the February 28, 2018 financial reports for filing. The motion was passed by unanimous affirmative vote.

B. Reports

1. Delinquency

The board reviewed the delinquency report which showed a slight increase year over year as of February 28, 2018. No action was taken.

2. Collections

The board reviewed the collections report as of February 28, 2018. No further action was taken.

3. Occupancy

The board reviewed the occupancy report as of February 28, 2018. No action was taken.

4. Deed Back

The board reviewed the deed back report. No action was taken.

5. Rental

The board reviewed the rental report and Ms. Hallert noted the positive year-over-year numbers with a 9.4% increase in gross revenue. No further action was taken.

6. Sales-Great Destinations / HOA Inventory

The board reviewed the sales report from Great Destinations and noted the continuing decrease in the number of sales. No action was taken.

V. MANAGEMENT REPORTS

A. Resort Update

Al Hippe reviewed his Manager's Report and answered questions from the board. The board instructed that Mr. Hippe present proposals for cleaning the lake at the July meeting.

B. Action Items

The board reviewed the action items, noting that all items due by this meeting were complete.

C. Board of Directors' Comp Time Report

The board reviewed the comp time report. No action was taken.

D. Master Association Report

Brian Bowcock, as a member of the Masters Board, reported on the February 20, 2018 meeting. He reported that the Masters Association had hired a new management company, Vintage Group, and the principals of the Vintage Group had been introduced to the timeshare board prior to the start of the meeting. The Masters now had a fresh start and he felt they would move forward in a positive direction.

VI. OLD BUSINESS

A. Pool Restrooms

The board discussed the option of adding a restroom at the pool. A motion was made by Brian Bowcock and seconded by Dottie Fazio that no further action be taken on this matter. The motion passed unanimously.

B. Living Room Sofa/Chair Replacement

The board reviewed the color and fabric choices presented. A motion was made by Dottie Fazio and seconded by Jacques Peeters to replace the sofas and chair in 25 units using the suggested fabrics at a cost not to exceed \$100,000. The motion passed unanimously.

C. Pool Shower

Al Hippe presented options for a pool shower. A motion was made by Clarke Schlabach and seconded by John Middleton to approve the ADA, stainless steel shower at the cost of \$4,310.38. The motion passed unanimously.

The board adjourned for lunch at 12:15 p.m. and reconvened at 12:45 p.m.

VII. NEW BUSINESS

A. 2019 Meeting Calendar

The board reviewed and approved the 2019 meeting calendar as presented. The board also agreed to change the July 2018 meeting dates to July 24th and 25th.

B. Strategic Planning Meeting Suggestions

All suggestions for topics for the strategic planning meeting are due to management by June 1, 2018. The board requested that management provide an ADA update and for the session and that Landscaping Plan should be included as a topic.

C. Employee Photos in Lobby

Brian Bowcock presented his ideas for employee photos in the lobby. The board decided that management should present the idea to the staff and let them implement it as they felt appropriate.

D. Landscaping Plan for Registration

This was discussed under Item B and will be added to the topics for discussion in July.

E. Association Social Media Accounts

Emily Pangilinan, Guest Services Manager, and Daniella Prebot, Front Desk Agent, made a presentation to the board on ways to increase the resort's social media presence and improve owner engagement. A motion was made by Jacques Peeters and seconded by Clarke Schlabach to authorize the resort staff to set up and maintain social media accounts, subject to management oversight, and to set up onsite hospitality programs in their discretion. The motion passed unanimously.

F. Golf Cart Replacement

The board reviewed options for a replacement golf cart. A motion was made by Clarke Schlabach and seconded by John Middleton to approve the bid from Desert Golf Cart in an amount not to exceed \$7,000 and for management to research any possible trade in options.

G. Towel Charge/Day Use

After discussion, the board decided that management could implement whatever procedures it felt appropriate to monitor day use and checking in and out towels.

H. Furniture Inspection Trip

The board agreed that Dottie Fazio should be onsite when the furniture is installed to inspect the furniture and oversee placement.

VIII. EXECUTIVE SESSION

A motion was made by Brian Bowcock to enter Executive Session at 2:40 p.m. (PST).

Executive session was adjourned at 3:25 p.m. (PST) and regular session was reconvened.

IX. ADJOURNMENT

Brian Bowcock declared the regular board meeting adjourned at 3:26 p.m. (PST).

Submitted by:
Trading Places International
Its: Managing Agent



Joanne Hallert
Director of Resort Operations
Trading Places International

Approved by:
Desert Breezes Resort Timeshare Owners Assoc.



Dottie Fazio
Secretary of the Board