

Pilot Point Association of Owners 2015 Annual Meeting Draft Minutes

The 2015 Pilot Point Association of Owners annual meeting was held at the Lewes Yacht Club on April 25, 2015 and started at 10:10 AM as Ed Kingman the association president called the meeting to order.

Ed thanked the owners for their attendance and introduced each councilman, the principles of Moonlight Architects and our attorney, Chad Toms. In addition he introduced the new L&N Pilot Point manager Joan Kresefsky. Ed also thanked Adrian Hastings and Chef Ted for their kind arrangements for the use of the club and luncheon. Ed further outlined the order of the meeting.

Joan Kresefsky gave the proof of meeting notice and with proxies and those in attendance there was a quorum for the meeting.

Mark Gatanas noted that the 2014 draft minutes had been distributed with the notice of meeting and asked if anyone had amendments to the draft. Hearing none a motion was made, seconded and passed approving the 2014 annual meeting minutes.

Our CPA, Mr. Tom Sanbar handed out a copy of the Association's 2014 audit and presented the results of the audit stating that the Association had a clean audit and that the Association was in a strong financial position for the future citing the significant efforts the Association has made to build the replacement reserve. Roger Campbell reviewed the financial results of 2014. There were no questions. Roger also presented a revised 2015 and 2016 budget. A motion to ratify both budgets made seconded and approved.

Ed followed with a presentation of the president's report. Ed welcomed Joan Kresefsky as the new L&N manager. Ed noted her extensive property experience in New Jersey. Ed reported that the cold winter resulted in the most unit freeze ups that owners could remember. With the removal of the pool building the council will save over a \$1,000 in utility fees. Ed announced that new pine growth would be trimmed this spring and that the City would start a weekly recycling service the 29th of June. Ed also reported that the City of Lewes had ordered Pilot Point to remove the walkway that extended over City park land on the beachfront of unit 3. Following up on written notice he asked if anyone was interested in buying the 20 year old Kawasaki mule to contact Joan. Ed stated that work on the Declaration change was going to be done concurrent to the latter town hall meetings as owner involvement was necessary for both.

The meeting agenda item for the proposed installation of a license plate recording camera was started by a presentation by Ed Kingman for the camera and Richard Ward against the camera. After questions and answers and owner points of view were fully addressed a motion was made to install the camera. After the motion was duly seconded, the motion was voted on and failed. No camera is to be installed

Vince D'Anna followed on legal issues saying that the legal settlement with Matt's

Management was successfully settled and Matts paid to reseal and coat the roadway.

Next, Roger Campbell raised awareness of the Delaware energy efficiency program available with some limited financial assistance to improve residential efficiency. Roger noted that as a result of the program he had improved the air exchange rate in his Pilot Point house by 50%.

For the election of Council officers, Ed noted that there had been no owner requests to run for the Council but he still asked the association if there were any floor nominations. There were none. Sitting council members Mark Gatanas and Ed Kingman were nominated for two year terms, their nominations were duly seconded. By a voice vote they were elected with one opposing vote for Ed Kingman by Mrs. Kingman.

The next agenda item, Pilot Point siding renovation started with a presentation by Nick Carter of Lingo Realty regarding a realtor's assessment of the condition of Pilot Point and the benefit of residing.

Ed Kingman followed with a detailed process and management plan. Owners input would be received by a planned series of town hall meetings starting in the summer and concluding in the fall. Final plans and authorization to borrow would then be voted on by the ownership. Contracting would follow with anticipated construction starting in early spring of 2016. Construction would stop for the summer and resume in the fall. It is anticipated that final completion would be in the spring of 2017. Ed repeatedly stated that the unit cost and total cost could simply not be determined until the ownership approved materials, design and plans and a contract was concluded. Moonlight Architects warned that we will likely find rot damage once the existing siding is removed.

Robert Rollins of Moonlight Architects followed with a discussion of the firms experience with condo renovations and the role they would play in helping the ownership narrow the choices of materials and design. Moonlight would play the central role in specification and monitoring the performance.

Roger Campbell followed with an outline of a plan for financing the renovation. Roger stated that he had spoken to several banks and they expressed an interest. He displayed exhibits of what the annual costs would be with a ten year loan. For discussion purposes only a total figure of \$1.8M was used. Roger noted that our significant reserves would be a major factor banks would consider in any loan. There was no old business

Under new business a motion was made to issue minutes of the annual meeting within 45 days of the meeting. The motion was seconded and approved. Ed asked for a volunteer to draft the minutes but there were no volunteers.

The meeting was adjourned at approximately noon.