

Gold Point I and II Homeowners Association

Board of Directors Meeting Minutes

October 4th, 2018

ATTENDANCE

Board Members Present: Gold Point I – Harvey LeCato, Lee Gentry, Dave Sachleben, Blake Davis, Art Hauser, and Bob Hellstern
Gold Point II – Carole Starkman, Sally Frederick and Patti Layman.

Board Members Absent: Steve Bergkamp, Royce Smith, Pete Palliardi

Management Present: Peggy Helfrich, Rob Wilson, Lindsay Reinwand, Joe Clark-Fulcher, Tracey Beverlin and Christine Britton.

CALL TO ORDER

Patti Layman called the meeting to order at 4:28pm.

One change to the agenda was to add discussion on eliminating the paper brought to the meeting for the board members.

Discussion:

- *Sally shared that her oven does not work properly and was curious how appliances were selected and what the process is for replacements. Lindsay shared that all the appliances are replaced as needed and then when it comes time to do the kitchen remodel, all appliances will be replaced.*

Action Item: Look into future replacement of the ovens and where the heating element is located to ensure proper operation and even heating.

MINUTES – Approval of April 2018 Board Minutes

No changes to the meeting minutes.

Harvey made the motion to approve the April 28, 2018 meeting minutes. Bob seconded the motion.

No discussion.

All in favor, the motion passed.

FINANCIALS – July 2018 Unaudited Financials

Review of July 2018 financials and the summary below.

Gold Point I:

- Overall, the Gold Point I Operating Budget currently is experiencing a favorable variance of \$50,273 YTD!

- Gold Point I Operating Fund Revenue shows an unfavorable variance of \$16,122 YTD.
 - Late Fee Income shows an unfavorable variance of \$6,036 due to an error in the July billing. This will be fixed in August.
 - HOA Inventory Rental Income shows a favorable variance of \$5,060 due to more HOA held units being rented than anticipated.
- Operating Fund Expenses shows a favorable variance of \$66,395YTD!
 Variances to note include:
 - Snow removal shows a favorable variance of \$2,290 as snow removal has not been necessary YTD.
 - Landscaping shows an unfavorable variance of \$640 as additional rock was purchased for the buildings due to fire department inspection.
 - HOA Held Inv Assms shows a favorable variance of \$10,670 due to fewer units were held in HOA inventory than anticipated.

Timing variances include:

- ADA Lift shows a favorable variance of \$1,228 as repairs are happening later than budgeted.
- Fire Alarm Service shows a favorable variance of \$517 as we are anticipating fire alarm repairs later this year.
- Dues Payment Servicing shows a \$735 favorable variance as the July invoice posted in August.
- Professional Fees shows a favorable variance of \$15,020 due to no foreclosure invoices being received yet.
- Credit Card Fees shows a favorable variance of \$968 due to statements received a month late.
- Internet shows an unfavorable variance of \$978 due to the June invoice posting in July.
- Carpet Cleaning shows a favorable variance of \$1,685 as carpet cleaning costs did not increase as anticipated.
- Window Repair shows a favorable variance of \$1,900 as we anticipate spending this by year end.

Gold Point II:

- Gold Point II shows a favorable Operating Budget variance of \$3,468YTD!
- Operating Fund Revenue for Gold Point II shows an unfavorable variance of \$15,954 YTD.
 - Late Fee Income shows an unfavorable variance of \$2,239 as fewer accounts received late charges than anticipated.
- Expenses for Gold Point II are showing a favorable variance of \$19,422 YTD!
 Variances to note include:
 - Snow Removal shows a favorable variance of \$1,250 as snow removal has not been necessary YTD.

- Fire Alarm Service shows an unfavorable variance of \$1,356 as more Fire Alarm repairs were needed than anticipated.
- Printing / Postage shows an unfavorable variance of \$644 due to unexpected costs for the Annual Meeting proxy process. We are working with Nordis for a possible solution.
- HOA Held Inv Assms shows an unfavorable variance of \$1,042 as more units were in HOA inventory than anticipated.
- Unit Gas shows a favorable variance of \$966 due to having a warmer winter than expected resulting in gas savings.

Timing variances include:

- Dues Payment Servicing shows a favorable variance of \$2,543 as the July invoice posted in August.
- Professional Fees shows a favorable variance of \$5,012 as no foreclosure invoices have been received yet.
- Credit Card Processing Fees shows a favorable variance of \$530 as the July invoice posted in August.
- Carpet Cleaning shows a favorable variance of \$5,012 as the invoice will be received in July.
- Window Repair shows a favorable variance of \$1,900 as we anticipate these repairs to be completed by the end of the year.

A motion was made by Bob to approve the Gold Point I July 2018 Unaudited Financials. Lee seconded the motion.

Discussion:

- *The HOA gets a 15% net profit for any sale of inventory sold.*
- *After the meeting in April, Kimberly reached out to John Liner in sales to ask the sales agents to promote Gold Point units. The units are getting sold and the HOA dues are in turn getting paid.*

Action Item: Peggy to have Andy from II to reach out to Carole about her depositing her Gold Point week and wanting to try to get into Grand Colorado on Peak 8.

Action Item: Peggy to add new inventory from foreclosures to the next monthly missive.

All in favor and the motion passed.

A motion was made by Carole to approve the Gold Point II July 2018 Unaudited Financials. Sally seconded the motion.

No discussion.

All in favor and the motion passed.

SALES UPDATE

Year to date as of 9/1/18

Gold Point I:

- Has had 6 sales with a gross sales volume of \$66,100 and a net to the HOA of \$9,915.

- There are currently 70 units in HOA held inventory.

1E	43	3D	46	4C	42
1E	46	3E	19	4D	17
1F	7,17,28,38,49	3E	22	4D	24
1F	8,18,29,39,50	3E	32/A	4D	32
2B	18*	3E	37/A	4D	35
2B	23	3E	41/A	4D	40
2B	30	3E	45/A	4D	42
2C	12/a	3F	24	4F	17
2C	49	3F	40	4F	21
2D	1	4A	41/A	6B	18
2D	18/A	4B	16	6D	21
2D	32	4B	31	6D	31
2E	18*	4B	34	6D	42
2E	47	4B	35	6E	39
3A	20	4B	40	6E	41
3B	18	4C	20	6F	16
3B	42	4C	23	6F	20
3C	45	4C	40	6F	42

*Denotes HOA held inventory for blocks

Gold Point II:

- Has had 5 sales with a gross volume of \$14,900 and a net to the HOA of \$2,235.
- There are currently 38 units in HOA held inventory.

7A	40/A	7F	46/A	8C	37/E
7A	44/A	7G	44/A	8D	14/E
7B	43/A	8A	48/A	8D	16/A
7C	21/A	8A	49/O	8D	23/A
7D	36/A	8B	16/E	8D	24/A
7E	46/A	8B	16/O	8D	25/A
7E	21/A	8B	31/E	8D	46/O
7E	25/A	8B	37/E	8E	14/A
7E	40/A	8B	40/O	8E	15/A
7E	43/A	8B	40/E	8E	36/A
7F	16/A	8B	43/A	8F	17/A
7F	19/A	8B	49/E	8F	46/A
7F	34/A				

No discussion.

ACCOUNTS RECEIVABLE PERFORMANCE UPDATE

Gold Point I:

- Deeds recovered since January 1, 2018 – 20 (13 foreclosures, 7 deed backs)
- Income received through deed recovery since January 1, 2018 - \$2,650
- 68% paid as of 7/31/18
- 2019 HOA collections placement will commence June 1, 2019
- The cleanup of severely delinquent accounts is ongoing, and aligned with budgetary allowances

Gold Point II:

- Deeds recovered since January 1, 2018 – 20 (13 Foreclosures, 7 deed backs)
- Income received through deed recovery since January 1, 2018 - \$2,650
- 68% paid as of 7/31/18
- 2019 HOA collections placement will commence June 1, 2019
- The cleanup of severely delinquent accounts is ongoing, and aligned with budgetary allowances

No discussion.

GENERAL MANAGER REPORT

The Gold Point team is dedicated to creating a Grand® vacation experience for all owners and guests. We are continuously soliciting feedback through our post stay surveys, on property feedback and Trip Advisor reviews. The team meets weekly to review the comments and creates action items based on this feedback in an effort to “close the loop” and improve the resort. Listed below are our top improvement opportunities and the action items identified:

Appearance of Units:

The appearance of the units continues to be an area of focus. We have recently used owner and guest feedback to improve the following items in the units:

- Added new barstools in all units
- Repainted the unit interiors of Buildings 2, 4, 6 and 7
- Replaced the fireplace tile and inserts in Buildings 1, 2 and 3
- Replaced mattresses in Building 6
- Replaced Murphy beds in Building 8

We have identified the improvement opportunities below to continue to improve the unit appearance in the near future:

- Adding cook tops in the Building 7 and 8 Studios
- Replacing the dining room furniture in all units

- Replacing the living room furniture in Buildings 7 and 8 Masters and Penthouses in the fall of 2018
- Repainting the unit interiors of Buildings 1, 3 and 8
- Renovating the Gold Point I bathrooms in 2019
- Replacing the interior unit trim in 2019
- Replacing the bathroom and bedroom entrance doors in 2019
- Replacing the living room and den furniture in Buildings 1-6 in 2019

Hot Tub Rooms:

The hot tub rooms continue to be an area of focus for the Gold Point team. During the high occupancy winter months, the Engineering Team shifted more of their attention to the hot tub rooms. Some of the improvements in the hot tub rooms include:

- Installed smaller horsepower pumps which provide the same experience in the hot tub rooms while using less energy.
- Installed artwork to the hot tub rooms.
- Moved temperature controls underneath the hot tub panels which prohibits tampering with the temperature and creates a consistent experience for all users.
- Installed a new filter washing system, which has improved the cleanliness and limited the down time of the hot tubs.

In addition to the recent improvements which have been made, we have identified the following upcoming improvements:

- Remodeling the Building 7 hot tub room in the fall of 2018
- Remodeling the Building 8 hot tub room in 2019

Common Areas:

The common areas have been identified as an area of opportunity. We have recently made some improvements to the common areas in each building as well as the Owners' Lounge. These include:

- Added chairs in front of Building 7 and 8 studios
- Oversized Connect 4 in the outdoor gaming area
- Stained common area trim
- Refreshed the landscaping behind Buildings 1 through 6 barbecue areas
- Installed exterior LED lighting throughout the property

Upcoming common area improvements include:

- Repainting the common areas inside the buildings
- Replacing the Building 8 roof, heat tape and gutters in 2019
- Seal coating, crack sealing and striping the driveways in 2019
- Replacing the lobby music system in 2019

- Replacing the Wi-Fi Infrastructure in 2019

Discussion:

- *Living room furniture gets replaced about every 5 years due to owner feedback.*

PROPOSED CHANGES TO THE RULES AND REGULATIONS – Non-Gold Point Owner Pet Fee

Gold Point Resort is a pet-friendly resort for Breckenridge Grand Vacations owners. Breckenridge Grand Vacations owners who do not own at Gold Point are currently charged \$25 per night for up to 4 nights of their stay. To increase revenues and cover costs associated with laundry and carpet cleaning, we suggest an increase to the current pet fee. By increasing the pet fee to \$35 per night and eliminating the \$100 maximum we can increase pet revenue by an estimated 60%. The increase to \$35 per night would be in-line with other pet friendly resorts in Breckenridge.

Current Wording: 14. *Fractional Time Share Owners are allowed one (1) cat or dog while they are using their Vacation Unit during their designated Vacation Week. No renters, guests, or other persons are allowed to bring a pet on property at this or any other time, excluding service animals. However, any member of the BGV Family of Resorts, may bring a pet and pay a fee of \$25 per night, not to exceed \$100, as well as a possible \$250 charge for damages, along with the right of Gold Point to retain the right to remove damaging pets and have them boarded, at the pet owner's expense. In addition to the penalties listed below for violation of the Rules and Regulations, violation of this rule may result in a fine of up to Two Hundred Fifty and no/100 Dollars (\$250.00 USD) for the first occurrence, with eviction thereafter. Pets creating noise that disturb other guests must be removed from the premises immediately. The Management Company will provide notification if this situation arises. Owners who bring a pet on property will be responsible for any associated damage and cleaning costs incurred. Cleaning may include laundering of bedding, steam cleaning of furniture and steam cleaning of carpet. Owners and Tenants will be required to sign a form upon check-in explaining this policy in detail and stating that they either DO or DO NOT have a pet with them. Signature on this form will indicate their acknowledgment of the policy and their agreement to pay for any pet-associated costs incurred. In addition, pets, excluding service animals, are not permitted in the hot tub rooms.*

Proposed Wording: 14. Fractional Time Share Owners are allowed one (1) cat or dog while they are using their Vacation Unit during their designated Vacation Week. No renters, guests, or other persons are allowed to bring a pet on property at this or any other time, excluding service animals. *However, any non-Gold Point owner of the BGV Family of Resorts, may bring a pet and pay a fee of \$35 per night, as well as a possible \$250 charge for damages, along with the right of Gold Point to retain the right to remove damaging pets and have them boarded, at the pet owner's expense.* In addition to the penalties listed below for violation of the Rules and Regulations, violation of this rule may result in a fine of up to Two Hundred Fifty and no/100 Dollars (\$250.00 USD) for the first occurrence, with eviction thereafter. Pets creating noise that disturb other guests must be removed from the premises immediately. The Management Company will provide notification if this situation arises. Owners who bring a pet on property will be responsible for any associated damage and cleaning costs incurred. Cleaning may include laundering of bedding, steam cleaning of furniture and steam cleaning of carpet. Owners and Tenants will be required to sign a form upon check-in explaining this policy in detail and stating that they either DO or DO NOT have a pet with them. Signature on this form will indicate their acknowledgement

of the policy and their agreement to pay for any pet-associated costs incurred. In addition, pets, excluding service animals, are not permitted in the hot tub rooms.

The motion to accept the changes to the Bonus Time pet fee, increasing the fee for BGV owners from \$25 to \$35 per night as well as eliminating the \$100 maximum was made by Art. Seconded by Blake.

Discussion:

- *Gold Point does not anticipate a decrease in rentals.*
- *Pet fees fall into the line item of Misc. Revenue in the Housekeeping budget.*
- *Only Grand Timber Lodge owners are able to book bonus time at Gold Point.*

Action Item: Gold Point front desk to track and report to the Boards any issues regarding the increased pet fee.

All were in favor, the motion passed.

GOLD POINT I AND II 2019 BUDGET APPROVAL

The Gold Point Finance Committee meeting met September 25, 2018 and recommends approving the proposed 2019 Gold Point HOA I and II budgets at the October Board meeting.

Gold Point I Proposed 2019 Budget

General Summary

- Total Proposed 2019 Fiscal Year GPHOA I Budget: \$1,726,716.
- Based on the forecast for the remainder of 2018, we are pleased to share that GPHOA I is expected to have a favorable net operating fund surplus of \$36,224 (approx. 2% of total budget). The primary reason for this is due to a decrease in expenses in HOA Held Inventory Investments due to less units being held in HOA inventory than anticipated.
- As you know, GPHOA I is not yet fully self-sufficient when it comes to paying for all of the expenses associated with running the resort. That being said, BGV intends to work in partnership with GPHOA I to eliminate the developer contribution over the next few years. As previously communicated, you will see some new expenses in the proposed FY2019 budget, as well as some new revenue. An example of new revenue for the GPHOA I is "Rental Resort Fee." Historically, the developer has collected a 5% Rental Resort Fee and as of 9/5/18, this fee has increased to 7.5%, of which 2.5% is now revenue for the GPHOA I. Additionally, the GM's salary, payroll taxes and benefits have been proportionally allocated based on the amount of time spent in both the Housekeeping and Engineering departments. In 2019, GPHOA I will also start to pay for the full share of the Sustainability Department expenses and some additional software expenses
- By the end of 2018, we are forecasting the overall Operating Fund balance to be about \$109,000, which includes retained earnings from previous years. As a result, we recommend GPHOA I use \$26,000 of this Operating Fund balance as a surplus carry over in 2019 to keep the dues as low as possible. By doing so, the overall proposed increase to the GPHOA I dues in 2019 is 5%.

Dues Comparison

- Current Annual 2018 Dues: \$1,200.42 (per week in a 3-bedroom townhouse/penthouse)
- Proposed Annual 2019 Dues: \$1,260.60 (per week in a 3-bedroom townhouse/penthouse)
- Total increase to the annual dues from 2018 to 2019: \$60.18 (5%)

New and/or Noteworthy

- Revenue – Exchange Resort Fee Income - new in 2019, we have proposed a new Exchange Guest Resort Fee to Interval International to help create additional revenue for the HOA to absorb more of their operational expenses. We are awaiting II's commitment to implement. Nothing is budgeted at this time.
- Revenue – Rental Resort Fee Income - (\$6,071) this new line item reflects the 2.5% increase in this Resort Fee which is being applied to the GPHOA I. This went into effect September 2018.
- Expense – Future Truck Replacement - (\$7,350) This new line item will allow the GPHOA I to save for a new truck in 5 years.

Proposed 2019 Budget Increases from 2018 Approved Budget

- Expense – Water and Sanitation (7040.00) increased by 10% (\$3,490) due to an expected increase per the Town of Breckenridge.
- Expense – Recycling/Compost (7065.00) increased by 140% (\$4,710) due to an increase per the vendors and the cost of the BGV Sustainability Department.
- Expense -The Management Fee (7120.00), Accounting Fee (7130.00), HR Fee (7145.00), and the Front Desk/Reservations Fee (7140.00) (combined total of 10,346) per the Management Agreement we are increasing by 5% in order to continue to eliminate the developer contribution, which is forecasted to be \$12,455 in 2019, excluding any administrative costs not yet calculated for FY2019 at the time of this meeting.
- Expense – Property Tax (7240.00) increased by 17% (\$7,190) per Summit County Assessor estimates.
- Expense – Carpet Cleaning (7442.00) increased 11% (\$1,569) due to an increase per the carpet cleaning vendor.
- Expense – Engineering (7446.00) increased 14% (\$19,372) due to supply increases and a portion of the GM salary added.
- Expense - Common Reserve Fund Assmt (8110.00) increased by 14% (\$16,423) in order to cover the expenses included in the reserve study.

Proposed 2019 Budget Decreases from 2018 Approved Budget

- Revenue – Late Fee Income (5040.00) decreased by 13% (\$6,831) due to stopping late fee accumulation after 730 days.
- Expense – Dues Payment Servicing (7135.00) decreased 11% (\$1,281) based on the 2018 actuals, along with adding a 4% increase starting in July.
- Expense – Health Club Dues (7150.00) decreased by 33% (\$5,086) based on the last two years of actuals.
- Expense – HOA Held Inventory Assessments (7395.00) decreased by 23% (\$20,407) due to less units being held in HOA inventory than last year.
- Expense – Truck Lease (7448.00) decreased by 100% (\$4,632) as the lease was paid in 2018.

Harvey made the motion to approve the proposed Gold Point I 2019 budget. Art seconded the motion.

Discussion:

- *BGV fiscal year is January to December and when the budgets are made, 5 months of the year are forecasted. The budget is conservative in case anything unforeseeable happens by the end of the year.*
- *If Gold Point I wasn't using \$26k from the Operating Fund balance as a surplus carry over in 2019, the dues would have been closer to 6.5% increase instead of the 5% increase year over year.*

All in favor. The motion passed.

Gold Point II

General Summary

- Total Proposed 2019 Fiscal Year GPHOA II Budget: \$706,686.
- Based on the forecast for the remainder of 2018, we are anticipating that GPHOA II is expected to have an unfavorable variance of \$17,236 (approx. 2.6% of total budget). The primary reason for this is due to mis-budgeting the developer cleans in the owner assessment. As you may recall, GPHOA II ended 2017 \$36,430 favorable to budget which remained as a surplus in the operating account and will cover the 2018 deficit.
- As you know, GPHOA II is not yet fully self-sufficient when it comes to paying for all of the expenses associated with running the resort. That being said, BGV intends to work in partnership with GPHOA II to eliminate the developer contribution over the next few years. As previously communicated, you will see some new expenses in the proposed FY2019 budget, as well as some new revenue. An example of new revenue for the GPHOA II is "Rental Resort Fee." Historically, the developer has collected a 5% Rental Resort Fee and as of 9/5/18, this fee has increased to 7.5%, of which 2.5% is now revenue for the GPHOA II. Additionally, the GM's salary, payroll taxes and benefits have been proportionally allocated based on the amount of time spent in both the Housekeeping and Engineering departments. GPHOA II will also start to pay for the full share of the Sustainability Department expenses and some additional software expenses.
- By the end of 2018, we are forecasting the overall Operating Fund balance to be about \$90,000, which includes retained earnings from previous years. As a result, we recommend GPHOA II use

\$13,300 of this Operating Fund balance as a surplus carry over in 2019 to keep the dues as low as possible. By doing so, the overall proposed increase to the GPHOA II dues in 2019 is 5%.

Dues Comparison

- Current Annual 2018 Dues: \$1,262.57 (per week in a 3-bedroom penthouse/townhouse)
- Proposed Annual 2019 Dues: \$1,325.52 (per week in a 3-bedroom penthouse/townhouse)
- Total increase to the annual dues from 2018 to 2019: \$62.95 (5%)

New and/or Noteworthy

- Revenue – Exchange Resort Fee Income - new in 2019, we have proposed a new Exchange Guest Resort Fee to Interval International to help create additional revenue for the HOA to absorb more of their operational expenses. We are awaiting II's commitment to implement. Nothing is budgeted at this time.
- Revenue – Rental Resort Fee Income - (\$2,189) this new line item reflects the 2.5% increase in this Resort Fee which is being applied to the GPHOA II. This went into effect September 2018.
- Expense - Future Truck Replacement - (\$2,650) This new line item will allow the GP II HOA to save for a new truck in 5 years.

Proposed 2019 Budget Increases from 2018 Approved Budget

- Expense – Recycling / Compost (7065.00) increased by 85% (\$1,286) due to vendor increases and the pass through of the Gold Point portion of the BGV Sustainability Department.
- Expense – Fire Alarm Services (7100.00) increased by 42% (\$1,484) based off the last two years of service and repairs.
- Expense -The Management Fee (7120.00), Accounting Fee (7130.00), HR Fee (7145.00), and the Front Desk/Reservations Fee (7140.00) (a combined total of \$4,689), we are increasing by 5% in order to continue to eliminate the developer contribution, which is forecasted to be \$4,490 in 2019, excluding any administrative costs not yet calculated for FY2019 at the time of this meeting.
- Expense - Professional Fees (7200.00) increased 22% (\$3,878) due to an increased number of foreclosures from 2018.
- Expense – Property Tax (7240.00) increased by 17% (\$4,034) due to estimates from the Summit County Assessor.
- Expense – Bad Debt (7390.00) increased by 19% (\$1,837) based on a 3-year average.
- Expense – HOA Held Inventory Assessments (7395.00) increased 41% (\$7,579) based on more units in HOA inventory.
- Expense – Collection Expense (7400.00) increased by 31% (\$1,138) due to using a 3-year average.
- Expense – Carpet Cleaning (7442.00) increased by 16% (\$1,349) due to an expected 10% increase per the vendor.
- Expense – Engineering (7446.00) increased by 10% (\$6,984) due to increase in supplies needed and the GM portion of salary.
- Expense - Unit Reserve Fund Assessment (8010.00) increased 12% (\$16,525) to complete the scheduled projects in 2019.

Proposed 2019 Budget Decreases from 2018 Approved Budget

- Revenue – Late Fee Income (5040.00) decreased by 26% (\$4,388) due to less late fees being charged than expected.
- Expense - Health Club Dues (7150.00) decreased by 33% (\$1,834) based off of the last two years of actual costs.
- Expense – Unit Gas (7431.00) decreased by 16% (\$1,445) based on vendor estimate.
- Expense – Truck Lease (7448.00) decreased by 100% (\$1,668) due to the lease expiring in 2018.
- Expense – Common Reserve Fund Assessment (8110.00) decreased 56%(\$28,903) due to adjustments from the 2019 Reserve Account.

Carole made the motion to approve the proposed Gold Point II 2019 budget. Sally seconded the motion.

No discussion.

All in favor. The motion passed.

EXCHANGE COMPANY CONTRACT INPUT

In preparation for the Interval International contract expiration on December 5, 2020, we want to provide ample time for the Boards to submit to BGV any ideas, questions and/or suggestions for consideration and exploration.

Discussion:

- *Dual affiliation with II and RCI, owners would be able to trade through both, BGV may lose some buying power if we were to do both. II has also given us access to their software so we are able to have our own II access for our owners.*
- *Email Peggy with any suggestions or feedback for future contract conversations*

Action item – Update board with preliminary information on RCI vs II for future meetings so they are better able to share suggestions and requests.

UPDATE ON UNIT 5F

As you may recall, I sent the following email on July 27, 2018:

Lindsay has shared that Mr. Bell, the owner of 5F which is a wholly owned unit, would like to do some work that slightly affects the exterior of the building. I reached out to our legal counsel for guidance on how to have the work reviewed and the process that should be followed. He advised that since the windows and exteriors of the buildings are General Common Elements and Limited Common Elements under the Declaration (Section 11), the Board must approve the work and ensure that such work will not have any structural impact on the building.

At this point, today's information is just so that you are aware of the anticipated approval request. We've shared with Mr. Bell that the Board will have to approve this work and requested he submit the scope of work, the impact to other owners and that the costs associated would be his alone and not the HOA's, etc. Mr. Bell also shared that he would like to complete the work prior to November. Depending on what the scope of work looks like to approve, the Board may be able to approve this via an email vote as the next scheduled Board meeting isn't until October 4th. If this request requires detailed

discussion and review, I will make this an agenda item for the scheduled meeting. We will let Mr. Bell know that keeping a November timeline may not be possible, although the Board will do its best. Again, today's information is simply to make you aware of the pending approval. I will keep you updated as we receive information from Mr. Bell. Please let me know if you have any questions at all.

We wanted to share that we have not received any other updates regarding these plans. If/when we do, Peggy will share them with you via email.

Discussion:

- *Any whole ownership unit needs approval for any changes to exterior of the building.*
- *If the owner comes back informing the board they would like to pursue their changes, the board asks they need some lead time to make an informed decision.*

PAPER ELIMINATION

Harvey made the motion to eliminate all the paper provided by the management company Each board member will be responsible for providing their owner materials. Individual board member can request that the management company provide them paper copies for the meeting.

Art seconded the motion.

Discussion:

- *Art suggested to change font from Times New Roman to a font that is more readable when projected, such as Arial or Helvetica.*

All in favor, the motion passed.

REVIEW CURRENT ACTION ITEMS

#286 – Sales agent education on Gold Point. The Sales Department has created a successful incentive to add a Gold Point week on to each sale at a reduced cost to the purchaser. Additionally, Sales has created some interest among employees to purchase as well as investigating other avenues to propel sales of Gold Point units. The BGV Sales Department will be an ongoing resource for Gold Point sales. **Recommend to close.** CLOSED 10/4/18

287 – Support Pete with TripAdvisor issues – Pete shared his rental issues through TripAdvisor with Peggy. BGV does not have any influence with TripAdvisor but can offer rental support through the Owner Relations Department. – **Recommend to close.** CLOSED 10/4/18

#288 – ERA annual savings report –

Breckenridge Grand Vacations and Gold Point Resort have partnered with Expense Reduction Analysts (ERA) to implement multiple savings programs. ERA brought new vendors, identified savings with current vendors and renegotiated other items in to provide savings to Breckenridge Grand Vacations and Gold Point Resort. Each project has a two-year contract, where ERA receives 50% of the achieved savings. Once the two-year contract is completed, Gold Point Resort will receive 100% of the achieved savings. Gold Point Resort and ERA are currently working together on the projects listed below and the numbers reflect savings through July 2018:

Project	Savings Start Date	2018 YTD Spend	2018 YTD Gross Savings	2018 YTD Net Savings	Net Savings %
Cleaning Supplies	Mar 2017	\$ 15,689	\$ 5,065	\$ 2,532	12%
Pool Supplies	Jan 2018	\$ 669	\$ 272	\$ 136	14%
Resort Supplies	Feb 2018	\$ 6,191	\$ 236	\$ 118	2%
GOLD POINT RESORT TOTALS		\$ 25,553	\$ 5,573	\$ 2,787	9%

Recommend to close. CLOSED 10/4/18

#289 – Reflect the HOA held inventory list with an asterisk– This is now listed on the HOA held inventory list included in each Board packet - Recommend to close. CLOSED 10/4/18

No discussion.

BOARD SUGGESTED ACTION ITEMS

Action item: Include the board contact sheet in the next board packet

COMMENTS TO/FROM STAFF

Harvey has been in touch with a week 52 Gold Point owner, David Leigh, who was sharing frustration about not being able to contact other week 52 owners in an attempt to solicit a rental from one of them. David stated, "I find it hard to believe that owners cannot talk with one another or that there isn't any forum to make that happen. I will continue to look through air BNB, etc."

Harvey shared that GTLOA has an owner run Facebook page that allows for owner posting and response and that the Boards could discuss Gold Point Boards or owners setting up a similar Facebook page.

Some points to note:

- We already have a Gold Point Facebook page run by BGV
- Privacy laws do not allow us to share any other owner's information with other owners
- If a Gold Point Board member or owner would like to start this Facebook page, the administrator would have to:
 - Verify owners wanting to join the group. If they were not sure if they were an owner, the administrator would have to contact BGV to verify.
 - In the spirit of good customer service, answer all questions so that the perception isn't that questions are ignored. If the members ask questions that the administrator is unable to answer, they would have to contact BGV to get the correct information.

- Once a Facebook page is established, it is in perpetuity.

Discussion:

- *There is already a Gold Point Facebook page you are able to post on.*

Action Item: Peggy to have Brittany De Graff promote the Gold Point Facebook page in the owner newsletter and share with the Boards what actions owners can and cannot do on the page.

Gold Point I owner Alice Price is interested on serving on the Board and would like her name added to the ballot in 2019. She cannot travel to attend the meetings in person and would like to participate via GoToMeeting or another video system. Please see the comment below:

“Yes please add me to the ballot for 2019, and I can supply my own “Go to Meeting Call-in Number and conference room” I would think in a day and age of V-Tel and phone conferencing and full transparency the Board would want to supply a number for all owners to participate. I can see if it’s a closed Board Meeting then no, but a general meeting ...I have been an owner for many years, 1986, I read minutes when they are sent out vote when Proxies are sent, I surely would participate more if the effort was made to be more inclusive.” Alice Price

Discussion:

- *Several of the board members brought up the fact they do several meetings online a week and believe it is difficult to have more than three people on a conference. They also enjoy the face to face conversation during board meetings and feel more connected to each other.*
 - *The board believes it is not in their best interest to move meetings to be online.*
- Action Item:** Peggy, Art and Blake to do some research on rules and requirements for an owner to be included on the Board member ballot. Additionally, share a proposed requirement list for nominees prior to next board meeting and election.

NPS/DEPARTMENT SCORES

- GNPS from January 1 to September 15th, 2018 is 66% with 76% being promoters.
- GONPS from January 1st to September 15th, 2018 is 73% with 79% being promoters.

TRIP ADVISOR

Gold Point is currently # 3 of 67 in Specialty Lodging in Breckenridge

Discussion:

- Gold Point owners need to promote the resort on Trip Advisor to improve the ranking.
- The largest complaint tends to be proximity to town, age of the resort and no shuttle service into town.

IMPORTANT DATES

Finance Committee:

Friday, April 26, 2019 – 4:30-6:30pm – Connect Breck Classroom

Board Meeting:

Board and Annual Meetings – Saturday, April 27, 2019

CONTRACT / AGREEMENT DATES:

Management Agreement

- Created 8/1/2001
- Renews every 5 years
- Next renewal is 8/1/2021

Resale Agreement – Initial term 8/1/2011 & Renews Annually

Reserve Study Update – 2019 – this has been scheduled for late spring of 2019

Interval International Contract – 12/5/2020

Patti adjourned the meeting at 6:13pm.