

## Meeting of the Board of Directors of the Neptune House Owners Association

October 15, 2021

The Board of Directors (the "Board") of the Neptune House Owners Association (the "Association") met telephonically by conference call at 7:30 a.m. on Friday, October 15, 2021. All members (Jeff Anliker, Douglas Carnahan, Cheryl Moore, Mark Morrisette and Phil Totino) were in attendance. Also in attendance were Secretary Chris Lindgren and Mike McManus of VRI Americas (VRI).

### Administrative Items

Upon motion duly made and seconded, the Board voted to approve the minutes of its meeting on September 10, 2021, as circulated in advance to the Board members.

### Resort Management

Mike McManus reviewed the status of projects on the resort's Repair and Maintenance Project List, and he and President Phil Totino reviewed the status of projects scheduled for completion in 2021 and 2022 on the resort's Five-Year Property Improvement Plan. Mike reported (1) that demolition of the existing tennis courts had been completed, and that construction of the new replacement court (with the exception of painting) is scheduled for completion this fall, weather permitting, and (2) that the new single-reel cover for the pool had been installed. The Board discussed the possible purchase of an automated cover for the pool, which would require less staff time to operate, to be considered when the schedule for reserve projects is next revised. Director Cheryl Moore also recommended consideration of retractable door screens as an alternative to future purchases of replacement sliders for Building B.

### Financial Management

Phil addressed the executive summary of the August 31 financial report, including variances of revenues and expenses from budget.

Phil noted that maintenance fee payments through September 30, at 98% of billed amounts, equaled the payments budgeted for the year.

Phil observed that, including deedbacks in process, as of October 2 the resort continued to own 127 shares in the 30-week resort season (six less than at December 31, 2020).

Phil noted that the weekly use calendar for 2022 was not included when maintenance fee bills for fixed week shares were mailed by VRI earlier in October. Mike indicated that use calendars would be included for both fixed and float week shares when maintenance fee bills are sent out by VRI in 2022.

### Sales and Marketing

Cheryl reported on the activities of the Marketing Committee, including the Committee's recommendations that the resort institute a four night minimum for rentals and that the rental rates be increased. The Board discussed increasing rental rates in 2022 by approximately 6%, equal to a measure of inflation over the last year. Phil indicated that he would prepare a draft revision of the Rental Policy and Rates for 2022, incorporating a four night minimum rental period and a rental increase of approximately 6%, for consideration by the Board at its next meeting.

Cheryl reported that a May rental week, valued at \$1700, has been donated to the January 2022 WCNY PBS New York online travel auction, with accompanying publicity on TV and in print and social media. She also indicated that the Committee would be meeting quarterly rather than monthly.

Upon motion duly made and seconded, the Board voted to approve the 2022 marketing budget as presented to the meeting, with a total budgeted expenditure of \$6925.

Phil reviewed social media metrics and projected fall rental reservations.

#### Agenda Items for Next Meeting

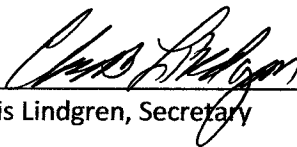
Phil indicated that the agenda for the November 12 meeting will include a proposed timeline for the 2022 Owners Meeting and director election, consideration of the rental policy and rates for 2022, and a discussion of year-end bonuses for resort employees.

#### Executive Session

Mike McManus left the meeting. The Board members then met in executive session with Secretary Chris Lindgren present.

Following the executive session, upon motion duly made and seconded, the Board voted to adjourn the meeting at 8:52 a.m.

Respectfully submitted

  
Chris Lindgren, Secretary