

WATERVILLE ESTATES ASSOCIATION

Board of Directors Meeting

May 10, 2008

Attendees: Denis Cahill, Paul Axelrod, James Everett, Michael Baumann, George Humphrey, Harry Learned
Others: Erik Wooster, Chris Fagan, Corey Smith

Meeting was called to order at 9:08 A.M. by President Denis Cahill.

1. CIF List

- a. Discussion began with review of management's recommended prioritized CIF list and it was decided to discuss the suggested work on site (outdoor pool area). Following further discussion a motion was made.

Motion by Harry Learned "to build a stadium style seating deck in the newly expanded pool area closest to parking lot and to revisit, at a later time, roofing over part of the same area for bands to play and or folks to have a shade area"

Seconded by Paul Axelrod

Agreement was reached through further discussion

Vote Passed Unanimously

Abstention, George Humphrey

- b. Discussion then turned to the future prospect of refinishing the upstairs bar with the future intent of creating an outdoor bar service area, more or less mirroring the indoor bar lay-out, with a common service area for beer and liquor, at the site of the present liquor shelves (exterior wall). Concern for having ample time to construct such was brought up with a general consensus that it was an issue. James Everett was less concerned about the timing.

Motion by Harry Learned

1. Build a temporary shelf at service bar window.
2. Create a sketch and estimate for proposed work on the bar project.
3. Order 3 high seat tables for outside service.

Seconded by George Humphrey

Vote Passed Unanimously

2. Alpine Slide

Discussion turned to the prospect of building an alpine slide at Campton Mountain. Corey reported positive findings from his discussions with two other areas running similar operations. He reported that, besides a large-draw-item like an alpine slide or mountain coaster, the successes of other mountain adventure parks (Bromley Mountain and Jiminy Peak Mountain) were due, in no small part, to them having several other, smaller, attractions in conjunction with a larger item. Denis Cahill and Corey Smith expressed interest in pursuing this matter further with the intent of perhaps moving on an actual plan for next season rather than this. Corey recommended the next three steps in this process as:

1. Study whether this prospective enterprise would be best run if owned and operated by the Association or the Village District.
2. Have a regional market study and demographics analysis done.
3. Produce a financial and marketing business plan.
4. Corey suggested that the CEO and CFO for Jiminy Peak may be contractible for help on items 2 and 3 and, if so, he highly recommended doing such.

Motion by James: To move forward on Steps 1, 2, and 3 as recommended by Corey.

Seconded by Mike

Discussion, Corey mentioned that the involvement of Jiminy Peak's CFO and CEO was paramount and that these steps might likely take about 3 months to accomplish.

Vote, passed unanimously

3. Ski Area

Discussion turned to Harry Learned's concern for the deteriorating condition of the ski hill facilities (particularly the base lodge) Denis spoke in support of Harry's concerns and recommended allocating CIF funds to start restoration efforts. Corey suggested that there would be a need to remove an item from the prioritized CIF list if a new item was being added. James Everett expressed discontent with the Board's long standing policy to keep \$100,000 in reserve for emergency repairs (too high in James estimation). Corey reiterated prior discussions that our financial planning needs to include an annual budgetary funding of a deferred maintenance plan, such that the CIF would not need to be used as a financial safety net. He suggested that it is difficult to acquire funding for reserves when the membership is narrowly passing dues increases that fall short of keeping up with inflation and only fund operations. Corey and James agreed that decreased energy spending and improved profitability of our current business pursuits is an important course of action presently. James mentioned that the roof currently leaks and Corey spoke to a roofing design deficiency of there being insufficient overhang.

Motion by Harry Learned was to have management acquire an estimate for re-roofing of the ski lodge to stop further degradation of the structure.

Seconded by Paul Axelrod

Vote: passed unanimously

4. Indoor Pool Area

Refinishing the indoor pool floor area was discussed next. Doing this job in house was decided to be preferential to using an outside contractor with experience gained being usable on other projects around the center as well as efficiency were cited as reasons. The approximate cost of \$4,000 was for material and parts. Labor to install and tie in to existing system or solar or geothermal is yet to be determined.

Motion by George: To approve \$23,000 for concrete stamping and the installation of radiant floor heat around the indoor oval pool.

Seconded by Paul Axelrod

Some minor discussion about how to deal with doorways and steps arose and James placated all concerns.

Vote passed unanimously

5. Treasurer's Report presented by Michael Baumann

- a. Operating Account = \$3,912.73
- b. CIF in checking = \$14,840 (with \$2,314.94 owed to operations)
- c. \$97,889.18 in ING Orange checking (CIF)
- d. \$96,400.85 in Countrywide CD (CIF) at 2007 year end.

6. Violations Letters

Mike spoke about recent violations letters sent out. It was decided to send a Constant Contact e-mailing about violations in the community. (Action Item for management).

7. Sad WEA News

Corey next discussed a the recent and sudden death of community member Fred Tautenham as well as the unrelated home lost to fire at Ray and Betty Beauregard's property on David Thompson Drive.

8. Management Report

- a. Corey then presented Alyson's summer events schedule. And discussed this summer's lounge menu as well as pro shop inventory. These items were well received by the Board.

- b. Corey next spoke about management's plan for service skills training that has been set up for the service staff at Waterville Estates. The training plan that management will be using is offered by a company named serviceskills.com.
- c. Harry Learned questioned if there was a better way to run tabs than to keep one's credit card. After some discussion it was decided to ask Alyson Vassil if there would be any trouble with swiping the card onto our old credit card processing slips at the time someone decides to run a tab. Corey didn't think so and committed to implementing this procedure if no issues were identified. Denis asked Corey to look into the possibility of accepting American Express at Waterville Estates as well.
- d. Discussion turned to the creation of a board tab for gratuitous transactions. It was decided to get a credit card for this purpose with the President, Vice President, General Manager and Member Service Manager each having signing privileges. The money would be coming from a "BOD expense" line item in the association budget. Corey suggested there isn't a lot of money budgeted for this item. It was higher than last year due to anticipated decreases in legal expenses in 2008.
- e. Corey next spoke on the subject of selling advertising space on place mats as well as in e-mail form and via our website. He presented a display that Alyson had put together. James Everett did not like the idea and after some discussion it was decided to reformat the place mats into handout trail maps with the sold advertising space to be put on the back. George suggested putting our "Important Phone Numbers" list on this same handout. Corey agreed and it was decided to do so.
- f. George spoke to the Association's "Mini Budget" presented in Corey's hand-out.
- g. Corey next spoke about several items that Denis had suggested via e-mail prior to the meeting. It was decided to lower beer prices by \$1.00, purchase a keg-o-lator for draft beer and place some golf driving nets on the dam. A general opinion to let management take the remaining suggestions under advisement was agreed upon by all.
- h. It was noticed recently that WEA President Email address hasn't been working correctly. Mike Baumann will correct the problem.
- i. George will be in touch with the software company to rectify our scanning problem.
- j. The BOD discussed the Weeping Birches/Winterbrook Management garage/storage proposal via email after the meeting. Since a vote was taken, this included in the May meeting notes. The BOD values WEA's good relationship with Winterbrook Management

Motion by George Humphrey: The WEA Board of Directors are opposed to any private party developing a commercial project in Waterville Estates and we are not interested in a partnership with a private party at this time.

Seconded by Mike

Voted: 6 in favor, 1 abstained

The meeting Adjourned at 12:45 P.M.

Notes taken by:
Corey Smith
WEVD Manager