

**PINESTONE AT PALMER RANCH ASSOCIATION, INC.
WORKSHOP FOR BOARD OF DIRECTORS MEETING MINUTES**

October 10, 2017

CALL TO ORDER MEETING:

Sandy Keir called the workshop to order at 10:00 a.m. in the Pinestone at Palmer Ranch Clubhouse, 4255 Players Place, Sarasota, Florida. 34238. Debbie Fulton, CAM, CMCA, AMS, PCAM, Association Manager, kept the record of the meeting.

It was announced that notice of the meeting was properly made to all parties and notice was properly posted in advance of meeting. Directors present at the meeting were Sandra Keir, Treasurer; David Yamin, Secretary and Gary Engelgau, Director on the phone were Darrell Salyers, President; Dave Kathman, Vice President therefore there was a quorum of the authorized number of Directors of Pinestone at Palmer Ranch Association. Also present were 16 owners and Debbie Fulton, CAM, CMCA, AMS, PCAM, Association Manager.

CONFIRMATION OF A PROPER MEETING NOTICE

The notice for the workshop meeting was posted and delivered to each member of the Board in accordance with the Bylaws of the Association and requirements of the Florida Statutes.

New Business:

Discussion / vote on disaster vendor - Hold the vote until next weeks meeting. There were discussions as to the two vendors.

Discussion of carport re-roofing - There was a discussion of the bid and the time frame.

Mike Angers, Licensed Agent from Brown & Brown, explained that he had been working with Pinestone since 2008, had an excellent relationship with the Board and has always provided excellent service. This year, the Association decided to seek a competitive bid and asked Mike and another insurance broker to provide quotes on coverage for Pinestone in 2018. Mike reported that, since the Association had signed an Agent of Record (AOR) change form, he has been unable to get final quotes for our property coverages and he asked the Board to again sign an AOR form so he could finalize his proposal. Mike told the Board that he expects the total premium for 2018 to be around \$100,000, which is down from last year's \$113,000, and explained how he negotiates with a variety of carriers to give us the best possible rates. He explained that there are only a few carriers that provide coverage in this area and that he negotiates rates with all of them, so no other agent would be able to lower our premium. Mike explained to the Board that insurance commissions are highly regulated and that all agents would be paid the same commission on our business. In response to a question about whether agents can charge their clients a fee rather than a commission, Mike said that would be illegal. Once Mike submits his final proposal and the Board receives a quote from the other broker, it will decide which carriers to work with in 2018. In response to concerns voiced by residents in the room that we are risking the good relationship we have with our insurance agent, Sandy explained that several things will be considered in the decision-making process. We are looking for a reduction in our hurricane deductible, which is now nearly \$1 million (or 3% of the appraised value of the entire community), want to make sure that we have sufficient coverage to rebuild in case of a major disaster, are looking for additional services such as educational sessions for our residents and regular walk-arounds by our agent to inform us about potential liabilities.

Discussion of proposed amendment - Send to the attorney to draft the amendment as there was no feedback from any owners after the patter article.

Discussion of issues with guest in 1312 – Sandy informed those in attendance that the Board has consulted the Association's attorney about this situation and he has advised the Board and CAM not to discuss the situation with either the unit owner/guest or any other Pinestone owners or residents. Debbie asked everyone in attendance to send her information about any incidents they had witnessed so she could forward it to our attorney and he will communicate any rule violations to the owner. Sandy reiterated that any resident who witnesses an incident or sees anything unusual should immediately call the Sarasota County Sheriff.

Discussion of having security guard during the day - Table at this time.

Discussion of CAI membership for the Association – Discussion of CAI Membership for Board members – Debbie currently belongs to the group and attends most educational sessions sponsored by the group. She told the Board that there is currently a reduced membership fee of \$250 for up to 15 Board members and asked Board members if they wanted to join. The consensus was that interested Board members could attend as guests and no Board members expressed an interest in joining the group.

Discussion of documents required on website - Required to put the documents, rules and amendments on the website. The information is there now but not easy to determine what you are looking for or at. Working toward more organization of the documents and an explanation as to the files on the site.

No further business coming before the meeting, upon motion duly made by Sandy and seconded by David to adjourn the meeting at 11:05 am.