

Mariners Landing Community Association, Inc.
Community Association for Resort Expenses (CARE)

Annual Meeting – October 20, 2007

Blackwater Room, The Pointe at Mariners Landing – 10:30 am

Developed and undeveloped lots represented in person:

1st Fairway: #26 (Baldwin); #28 (Nelson); #38 (Rada); #27 (M&J Developers, Inc.)
6th Fairway: #112 (Honaker); #114 (Vaden); #118 (Fanelli); 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 14 (M&J Developers, Inc.)
8th Fairway: #2 (Martin); #5 (Burdett); #18 (Moll); #7, 8 (M&J Developers, Inc.)
10th Fairway: #7 (KayPey)
16th Fairway: #5, 6, 7, 8, 11 (M&J Developers, Inc.)
Mariners Run: #1-3, 5-23, 69-72 (M&J Developers, Inc.)
Mariners Village: #23 (Larson); #30 (Burns); #37 (Moldenke); #68 (Leizer); #70 (M&J Developers, Inc.)
Section 1: #36, 37 (JW Holdings, Inc.)
Section 2: #41 (Carroll); #43 (Ferguson); #46 (Baldwin); #49 (Miller); #52 (Capozzi); #42 (M&J Developers, Inc.)
The Cove, Sec.1: #8 (Lindell); #15 (Fye); #17, 18, 19, 20, 21 (M&J Developers, Inc.)
The Cove, Sec.2: #2 (Hall); #3 (Hadfield)
The Cove, Sec.3: #1, 2, 3, 4 (M&J Developers, Inc.)
West Cove: #2, 3, 4, 6, 7, 14, 15, 16, 18, 19, 20, 21 (M&J Developers, Inc.)
The Pointe: #131 (Bown); #165 (McDonald); #217 (Carr/Puca); #2403 (Gray); #345 (Soper); #2102, 2201, 2301, 238, 2304, 2402, 3102, 314, 3202, 322, 327, 328/3204, 3301, 331/3300, 3302, 332, 338/3304, 341/3400, 3403 (JW Holdings, Inc.); #116, 117, 151, 201, 205, 206, 208, 218/2104, 2101, 2103, 221/2200, 2202, 235, 236, 2303, 248/2404, 301, 302, 303, 304, 3101, 311/3100, 3103, 312, 313, 315, 316, 317, 318/3104, 3201, 321/3200, 3203, 323, 324, 325, 3303, 334, 336, 3402, 348/3404 (M&J Developers, Inc.)
Undeveloped lots: 4500± (JW Holdings, Inc.)

Lots represented by valid proxy:

1st Fairway: #25 (Plasters); #33 (DAKAR, Ltd.), #41 (Turner)
6th Fairway: #17 (DeHaven); #18 (Carrington Properties/Taylor); #120 (Kiley)
8th Fairway: #3 (Rosensteel); #16 (Starkey); #24 (Hall); #26 (Doyle)
10th Fairway: #11 & 12 (D&S Development Group, LLC); #13 (Patton); #48 (WW McDonald Land Co.)
16th Fairway: #19 (Hammock)
Mariners Village: #6 (Deibler); #9 (Givens); #29 (Carter/Miller/McKlan); #32 (Shaffer); #38 (Sitterley); #44 (Bratton); #51 (Mawyer); #61 (Scopel); #63 (Cannaday); #66 (Arbogast); #67 (Pominski)
Section 1: #2 (Hammock); #29 (Turner)
Section 2: None
The Cove, Sec.1: #5 (DeLong); #10 (Lindberg); #13 (Wilhelmi)
West Cove: #11 (Dale)
The Pointe: #152 (Cusumano); #155 (Smith & Pullen, LLC); #161 (Splawn); #164 (Throckmorton/Gower); #204 (Manion); #211/2100 (Gowen); #2203 (Hammock); #228, 335 (WW McDonald Land Co.); #233, 246, 247 (Kirkpatrick & Blaker Assoc. Ltd.); #234 (Reynolds); #2401, 3401 (Koepenick)

In addition, four proxies were invalid (not signed or assigned to an owner who wasn't present at the meeting) and four proxies were not received until two days after the meeting.

The meeting was called to order by John White, President.

Attendance was taken and proxies were accounted for. A quorum was present for the purpose of doing business.

Poor timing on the annual meeting notice packet was apologized for. Combining several notices into one mailing to make all of the paperwork more streamlined for everyone took longer to get "out the door" than anticipated (and we neglected to factor in the mail holiday on 10/8, which slowed everything down even further).

John Hess, General Manager for EastLake Real Estate, presented the following information:

- The switchboard operator has been moved to an office away from the rental reception area for better service.
- Front desk hours have been expanded (7 am - 11 pm M-Sat.; 7 am – 9 pm Sun.) and there is a new staff.
- There is a manager on duty 24/7. From the main voice mail at 540-297-4900 press 9 for any situation that needs immediate attention.

- The hot tub at the Pointe will need to be rebuilt this winter.
- Jerimy Fitzgerald is the maintenance supervisor at the Pointe.
- Katherine Miller is the landscape & maintenance supervisor for the rest of Mariners Landing.
- A dedicated pool maintenance person will be hired for next season.
- Dock cleaning/cobwebs is now on a regular schedule.
- Food & Beverage is considering new services in 2008 to include food service at the Pointe pool, room service & food delivery to homes, new menus and staff at the restaurant, new wait staff training programs, new catering manager.
- A new sales person is being placed in the Richmond office.
- A new guest survey has been implemented. Bi-annual surveys are also forthcoming for owners and employees. Your input is valuable as ongoing improvements are implemented.
- New paddleboats and kayaks and deeper sand at the beach (if allowed by AEP) will be offered for 2008.
- The Caribbean Beach Festival will not be returning next season, but other events will be offered, including events specifically for owners (movie night, poker night...). Please send your event suggestions and ideas to johnh@marinerslanding.com.
- Long-term plans are being considered for a water taxi, on-site shuttle service, and dinner cruise boat.
- Unit rentals will be shifting to a new rate structure that is driven by demand rather than season. CARE members currently get a 10% discount. John H. will look into offering better discounts to owners.
- An appropriate location for a bike rack and possibly bike rentals is being considered.

Problems (unruly guests, large parties in pool areas, bathroom cleanliness, etc.) need to be reported immediately so that they can be addressed quickly. It was agreed that a "Contact Information" magnet should be printed and mailed to all owners.

John Hess will make sure his staff is aware that gates need to be kept closed so that only authorized amenities users can access the pool areas. All amenities users are encouraged to take responsibility and make sure they are not leaving the gates ajar. Volunteer "pool monitors" are being sought to actively check for and report any unusual situations or unauthorized users. Please call or email John Hess if you are interested (540-296-1203 or johnh@marinerslanding.com).

The two new fishing piers exist because AEP mandated their construction before any more docks can be built. The approaches to the piers (walkways & ramps) are not yet complete. The piers must be open for use by the "general public". However there will be a daily use fee for the general public to use them. Mariners Landing amenities users will not have to pay any additional daily fee to use the piers.

It was asked that all POA covenants be available on the internet. Links will be added to www.tpsmanagement.com.

Several people commented that there is not enough contrast on the entrance signs. Options will be revisited.

The golf course will be asked to remind their players that they may only walk onto adjoining property to retrieve balls and may not play from or drive carts into owners' yards.

The minutes from last year's annual meeting and an addendum to the minutes to address board elections were reviewed. During the past year the board amended Bylaws §3.1 so that the three elected board members are chosen from *and by* the POA presidents. Additional Rules & Regulations were established for "For Sale" signs and soliciting. The board voted that responsibility for maintenance of sectional signs be moved from the individual associations to MLCA/CARE so that it is carried out consistently. (Sign repair/replacement is still the individual POA's responsibility.) Bank accounts balances are itemized on the agenda. A Profit & Loss Budget vs. Actual report was presented for 2006 and 2007-to-date with anticipated balance projected for the remainder of 2007. The proposed 2008 budget was reviewed and approved by the board at their 9/17/07 meeting. Dues will be increased by federal CPI, 2.4%, for 2008 from \$132/year to \$135/year.

Ed Moldenke motioned that the budget be accepted as stated. Herb Soper seconded the motion. All voted in favor.

Planner's Report:

- Phase II sewer is now online.
- A 250,000 gallon water storage tank is under construction next to the existing tank behind Saunders Fire Dept. It should be operational after the first of the year.
- Two additional covered boat docks, 2 single-sided docks and another floater have been approved for construction at the Pointe. Construction should begin this winter.
- There are ongoing communications with AEP concerning moving slips in H Dock (next to The Cove) to deeper water.
- Mariners Run phase I has been approved and homes are under construction. Phase II roads have been started.
- West Cove and Section 3/16th Fairway roads and utilities are in.
- Section 7 has been submitted to the County for review and has been logged.
- Craddock Oaks: Bob Moore from JMP Golf Design is doing the new course layout. DesignForum is developing the land plan around the golf course. Phase I (townhomes and single-family homes) has been submitted to the County for review.
- Negotiations are ongoing with Bedford County to be able to provide high-speed internet service within Mariners Landing.
- The commercial property across from the entrance is still planned for development. Tenants are being sought.

Contrary to the mailing that was sent out earlier this month, amenities will *not* be mandatory for new owners after 1/1/08.

The Pine Ridge POA (across the cove from Mariners Village) will submit a no-wake buoy application for the cove with Mariners Landing support. Owners on both sides of the cove will receive a mailing with the details. An application will also be filed for the Pointe.

Comments were made that our pools are approaching overcrowded. Please email suggestions for new amenities to rebecca@tpsmanagement.com.

The little pool will be covered again this winter, as soon as the replacement door arrives. It should be in place by the end of October.

Please report any unsafe or incorrect circumstances to the Front Desk (540-297-4900) during the day or Security (540-400-4304) at night. The more you communicate, the more likely your needs are to be met.

The meeting was adjourned.