

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

Annual Meeting – October 31, 2009

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

Developed and undeveloped lots represented in person:

1st Fairway: #34 (Harding); #38 (Rada); #47 (Vail); #27 (M&J Developers, Inc.)
6th Fairway: #15 (Frichtel); #112 (Honaker); #1, 2 (Craddock Oaks); 3, 4, 5, 6, 7, 8, 9, 10, 11, 14 (M&J Developers, Inc.)
8th Fairway: #1 (Jordan); #2 (Martin); #5 (Burdett); #17 (Moll); #22 (McDonald); #26 (Doyle); #7, 8 (M&J Developers, Inc.)
10th Fairway: #13 (Patton)
16th Fairway: #6 (JW Holdings, Inc.)
Mariners Run: #1-3, 6, 8-21, 24-135 (M&J Developers, Inc.)
Mariners Village: #14 (Posid); #23 (Larson); #32 (Shaffer); #37 (Moldenke); #52 (Humphries); #69 (Overby)
Section 1: #1 (Reynolds); #32 (Gruber); #36, 37 (JW Holdings, Inc.)
Section 2: #41 (Carroll); #43 (Ferguson); #49 (Miller); #42 (M&J Developers, Inc.)
The Cove, Sec.1: #8 (Lindell); #18, 19, 20, 21 (M&J Developers, Inc.)
The Cove, Sec.2: #2 (Hall)
The Cove, Sec.3: #2 (Craghead); #1 (M&J Developers, Inc.)
West Cove: #9 (Vail); #2, 3, 4, 7, 14, 15, 16, 18, 19, 20, 21, 22, 23 (M&J Developers, Inc.)
The Pointe: #232 (Nichols); #326 (Shaffstall); #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.); #208, 218/2104, 2101, 2103, 221/2200, 2303, 248/2404, 301, 302, 303, 304, 3101, 311/3100, 3103, 313, 315, 3201, 3203, 323, 324, 3303, 3402, 348, 6 commercial units (M&J Developers, Inc.)
Undeveloped lots: 4,197± (JW Holdings, Inc.)

Lots represented by valid proxy:

1st Fairway: #37 (Roberti), #41 (Turner); #44 (Gilbert)
6th Fairway: #18 (Carrington Properties/Taylor)
8th Fairway: #3 (Rosensteel); #23 (Fuerst)
10th Fairway: #17 (New Age Remodelers); #20 (Anderson); #49 (Ferguson)
16th Fairway: None
Mariners Run: None
Mariners Village: #5 (Swann); #6 (Deibler); #30 (Burns); #55 (Rosen); #59 (McClure); #61 (Scopel); #66 (Arbogast)
Section 1: #5 (Procopio); #29 (Turner)
Section 2: None
The Cove, Sec.1: #1 (Mathis); #5 (DeLong); #13 (Wilhelmi)
The Cove, Sec.2: #3 (Hadfield)
The Cove, Sec.3: #3 (Thaxter)
West Cove: #5 (Sarn); #6 (Walters)
The Pointe: #152 (Weitzel); #161 (Splawn); #204 (Manion); #211/2100 (Gowen); #221 (Moreau); #233, 246, 247 (Kirkpatrick & Blaker Assoc. Ltd.); #234 (Reynolds); #245 (Banks); #2401, 3401 (Koepenick); #312 (DeHaven-Dawson); #323 (Osborne)

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.

The minutes of the 2008 annual meeting were reviewed. Bob Lindell proposed a change from “speed” to “drive” on the last paragraph of pg. 2 of the minutes. No other changes were proposed, and the minutes were accepted as amended.

Board actions from the past year were listed on the agenda (see attached).

The treasurer's report was presented. Current account balances are listed on the agenda (see attached). The final report for 2008, 2009 year-to-date, anticipated balance of 2009, and proposed budget for 2010 were presented. It was noted that the 2009 annual budget online (www.tpsmanagement.com/mlca.htm) is correct. The handout for the meeting inadvertently included the 2008 budget numbers in the 2009 budget column.

Planners report:

- 40 new covered slips are under construction as well as 16 new floaters at the Pointe.
- LongView has been approved (16 condo unit building) and the foundation in.
- Craddock Oaks golf course is on hold until the economy recovers. 60-70% of fairways have been logged and turned into pasture.
- Next to hole #3/4 and #2, holding ponds have been put in for water storage for future irrigation.
- Continuing to work on seeding bare spots along roadsides.
- No Wake buoy applications for Mitchell's cove have been submitted by Pine Ridge POA and Bill Hudson. Hugh Shaffer motioned that CARE actively support the applications. Bob Lindell seconded the motion. All voted in favor. (Application was filed for No Wake buoys at The Pointe, but it was turned down.)

Many of the Mariners Landing Community Association services are provided by CALM (Community Assisted Lifestyle Management). By increasing the services provided for by CALM, prices can be more controlled.

Refuse center:

- CARE currently has 6 dumpsters plus cardboard recycling. They are dumped 2x/week and CARE has been directly responsible for the cost. Bays wasn't charging for all the dumpsters in use. They started billing mid-year for actual, so CARE costs will continue to increase if we don't change system.
- CALM is looking to replace the 6 containers with a compactor. It will make it easier for members to unload trash and improve the site appearance. We will keep cardboard and look into adding more recycling options (possibly glass or aluminum). It will take approximately 2 weeks to get the site switched over to the new system once the site plan is approved. Rather than keep people out, CALM will invite neighbors with the Mariners Landing community (Monoacan Shore, etc.) to use it so they can supplement overall costs. Use will still be by invitation only, but we will invite within the community (unless there is an exception that makes sense).
- Motion-activated camera has been added to the site to monitor use, and 2 perpetrators have already been identified.
- We will re-route brush to a burn site.
- Bob Lindell suggested better recycling notices so people know where to go to recycle, and it would significantly reduce our need/cost to dump.
- With the compactor, when the container is dumped, there is adequate storage so that people will be able to continue to use it while it is being dumped.
- Costs will be stabilized, but they may increase over time. Shouldn't be dramatic.
- Rental properties – housekeeping removes the trash for renters, so it would be difficult to recycle.
- Roadside trash pickup – by contract with CALM, cost is fixed for CARE.
- The compactor has a hydraulic ram – noise will be minimal.

- The potential for odor is no more than it is now, and there are chemicals to control it if it becomes a problem.
- Power will be run from the transformer to the site (CALM expense).
- The opening where trash will go into the compactor will not be higher than the existing dumpsters and will likely be lower.

Security:

- State Security, an outside contractor, is currently providing security service 7 days/60 hours per week. CALM is looking into cutting the outside security service hours back and providing internal coverage during prime hours through Managers On Duty for greater efficiency. Food & Beverage and hospitality MOD's are already in place. We will look into implementing a Community MOD as well. When front desk closes, calls would be forwarded to an answering service which has a protocol for the appropriate MOD to call. Security personnel are already doing a lot of maintenance, so CALM is looking into covering some of the reduced security personnel with internal maintenance personnel.
- Neighborhood Watch is a loosely defined program – Bedford County will provide the sign and a little training on general procedures.
- We will look into adding more cameras in strategic places as well.
- Majority of issues are 10 pm – 2 am and alcohol-related.
- We want to maintain a balance between making it difficult for unauthorized people to get in and keeping the legitimate users from being too inconvenienced.
- Neighborhood watch and camera surveillance signage will be added.
- The Pointe board would like to be involved in future security discussions.
- Outside security patrol would be primarily during Th/Fr/Sa evening hours, and maintenance staff would be roaming the community at other times.

Boat slip and amenities discounts have been eliminated for 2010.

CARE is the Mariners Landing Community Association. CALM is the entity providing services to CARE.

Roberta Gruber moved to approve the 2010 budget as proposed. Rick McDonald seconded. The motion passed unanimously.

The State has approved offering intervals (time share) at The Pointe. Intervals International is negotiating to offer trading possibilities. A participation agreement is available for owners at The Pointe who are interested. The Sales Center will be set up in Pointe #208. Each unit could have up to 13 owners (4 weeks, 1 in each season, per owner), but would still only get 1 CARE vote per unit.

Contiguous to the existing Pointe pool, a proposed indoor pool (fixed roof) has been designed but will need the approval of The Pointe POA for an easement. The height of the structure will be the same as the existing observation deck. The facility may have a 25m 4-lane pool, 2 slides, hot tub, kiddie pool, snack shop, glassed-in observation area and possibly a lazy river, with a playground in front. Not planning steam room or sauna at this time. Could The Shack be located so it is available to boaters?

JW Holdings currently owns beaches at The Pointe and Mariners Village, floating slips, covered docks, ramp, fishing piers, bath houses at The Pointe and in the Cove, rights of ingress and egress, and anything affiliated with the docks. It was proposed at the CARE board meeting in September that it benefit everyone to sell the boat slips to CARE. John Honaker, Tom Hall, and Ken Moll along with Matt Doyle formed a committee to investigate. JWH would sell to CARE. CARE would lease back to JWH with performance standards. JWH would pay CARE a fee for the lease and would also be responsible for management and maintenance expenses. Long-term objective is to provide JWH with working capital and provide CARE with an income-producing asset. Several banks have been contacted for financing (no personal guarantee). Value is estimated at over \$6 million, but it would ultimately be based on what the cash flow would support. It can be a board decision, but the board felt like it would be more appropriate for the owners to participate in the decision. The committee would negotiate the sale so that there would be income from the start. Eventually CARE should build up reserves and potentially purchase amenities, etc., and possibly the water & sewer system to protect the future and have input on future slip rental and amenities structure. Likely the bank will only be willing to finance a % of the sale, and JWH, by note, could finance the balance.

After some discussion, Ed Moldenke motioned that we should not change the entrance sign. John Honaker seconded Ed's motion. Based on John's professional experience, once brick is altered, it will require increased maintenance in the future. The majority voted in favor. 2 opposed.

Meeting adjourned 1 pm.

AGENDA

Annual Meeting of Mariners Landing Community Association

October 31, 2009 • 10:30 a.m.

The Pointe at Mariners Landing

Order of Business:

- Call to order
- Roll call and presentation and examination of proxies
- Review of previous year's business
 - Minutes of the 2008 meeting
- Reports of Officers and Committees
 - Board actions
 - CALM took over lawn maintenance/landscaping
 - Enforced several For Sale sign violations (per Rules & Regulations) and one solicitation
 - As CD's matured, money was moved to new banks/CD's to maximize interest rates
 - Approved addition of line item to budget for owner socials for 2010
 - Treasurer's report
 - \$44,271.19 in the bank as of 10/31/09
 - First Bank checking account: \$1,284.70
 - First Bank savings account: \$1,986.49
 - Frontier Community Bank 12-month CD: \$25,000.00; 2.05% yield; matures 8/25/10
 - Frontier Community Bank 12-month CD: \$16,000.00; 2.05% yield; matures 10/5/10
 - 2008 final P&L published to website
 - 2009 to-date and anticipated balance of year Profit & Loss Budget vs. Actual report
 - 2010 Proposed Budget
 - Dues "increase" – dues stay the same since CPI went down: \$141.75/year (2010)
 - Planner's report
- Unfinished business
- New business
 - Matt Doyle – proposed dock sale
- Adjournment