



SEA CLUB IV OWNERS ASSOCIATION INC.

Board of Directors Phone Conversation

MEMO FOR RECORD

Tue, Nov 15, 2016, 2:00 PM

Approved Jan19,2017

Board members on the phone line:

President Gil Lesko
Vice President June Lesko
Secretary Bill Craig
Treasurer John Swogger
Director Mary Spangler

1. Earlier in the year, Gil Lesko and John Swogger attended a conference in Orlando convened to network people involved in timeshare and condominium management and direction. In attendance were resort managers, boards of directors and management companies. Gil and John came away so impressed with what most of these management companies had to offer and with how superior was the functioning of other resorts, that they insisted the SC IV BOD look into seeing what's out there in the world of management companies. At the conference, Gil and John gained insight into these companies' offerings in the areas of marketing, record-keeping, resales, reservations, on-site management, employee benefits, cost savings, newsletter and meeting minutes publication, reserves studies and countless other attractions which make these companies competitive. Our two SC IV board members concluded that TJW falls way behind when compared to what may be out there.

The purpose of this phone conference, after being duly noticed at SC IV, was to seek consensus by the Board to look further into a possible replacement of TJW with a management company having more to offer. Having met representatives from many of the candidate management companies at the conference, John Swogger had sent them Requests for Proposal (RFPs) inviting them to describe how they would manage Sea Club IV. The responses to these RFPs are being compiled by the Board.

At the conclusion of this conversation, the Board was excited to look further into a possible TJW replacement and to offer all SCIV owners a better vacation experience.

For President Gil,

Respectfully submitted,

Bill Craig, Secretary, SC IV BOD