

**Masthope Mountain Community
Board of Directors Meeting
December 21st, 2019**

Transcriber: Kelli Myers
Beach House

8:33 AM Meeting called to order and Pledge of Allegiance said.

Roll Call: Present Gerhard Buhler, June Murphy Carrozza, Bruno de Vinck, Jim Fox, Herman Matfes, Ed McClary, Foster McCoy, Eugene Principe, and Peter Torchio

Teleconference: Anthony Falcone

Bruno asks for the approval of the Agenda.

Randy has some legal items for Executive Session. Gerhard has an item for New Business. Peter would like to discuss the compactor under New Business. The Agenda was approved unanimously.

Bruno asked for the approval of the Minutes from the November 23rd, 2019 Board of Directors Meeting. The Minutes were approved unanimously.

Treasurer's Report- for period ending November 30th, 2019-Gerhard Buhler-see attached.

Peter asked where the funds received from activities get applied. Gerhard and Randy explained that there is a budgeted line item where income gets applied. June added that there are different line items for Summit Special Events and Activities. Peter was asking because he was questioned as to why Masthope didn't have the oldies concert. Discussion continued about planning activities and special events and the last-minute interest shown by property owners. Eugene acknowledges the climbing sales of the Marketplace. Treasurer's Report was approved unanimously.

Correspondence Report-June explained that she received two pieces of correspondence regarding a house design that is very contemporary in nature. The design must conform to the community rules. This is being advertised but it is not sold or approved by ECC.

Bruno called for Committee Reports

- a. Ski & ATV-Randy-They have been making snow for the last 86 hours. Most of the mountain will be open for the holiday except for Screamin' Demon. The community's investment in snow-making equipment pays off. They added four new guns this year and it has made a big difference. Staff's training is almost completed for both Masthope and Ski. Ski has their staff in place. Randy compliments the snow-making crew and the great job that they have done.

- There is nothing to report regarding ATVs. Leatrice has been talking to some committee members. The committee is on brief hiatus. They will reconvene toward summer. Sheldon was the hub of this committee. Jim Porter will be the new ATV training instructor. Peter asked how the water situation is for snowmaking. Randy answered that it is in good shape. Randy continued that they have had some pipeline issues. Further explanation continued.
- b. Audit-Maria Porter-The committee is working with the Marketplace. The inventory showing on the Treasurer's Report is not accurate. The committee is going to go over the computer program with the market so they can better track their inventory. Randy responded that the reported inventory is correct just not completely precise as it could be. He used coffee as an example. The difference is negligible.
 - c. Strategic Plan-Rose Perrotti-The Committee has 2 new interested potential members. The committee presented the board with highlights from the first set of survey questions. They were happy with the number of responses from the membership. She went over the demographics of the community and the feedback that was received. Discussion ensued regarding members that may have responded multiple times. The Technology Committee is going to analyze the data to see how many may have responded more than one time. June expressed concern as to who is responding to the survey and the number of times someone may have responded. Rose asks management to go back to the departments with the feedback from the survey and report to the membership if any changes have been made based on the results.
 - d. ECC-Peter Torchio-see attached.
 - e. Westcolang Lake Association- Gerhard Buhler- The association's board meets on January 19th at the Fawn Lake Club House.
 - f. Documents-Gerhard Buhler-The committee has put the final touches on the Declaration and the pieces of the mailing that will go before the membership. They are working on Bylaw changes that need to go out to the membership 90 days prior to the July GMM. Some of the proposed changes are cleaning up typos, changing "dues" to "assessments", and changes to the funding of the Ski and Food & Beverage Reserves.
 - g. Fire Prevention-Jim Fox-No fire problems.
 - h. Beautification-Hiatus.
 - i. Ski RFI/RFP-Ed McClary-Hiatus.
 - j. ID Pass and Rental Policy-Gerhard Buhler-The Committee is continuing to work on the rental policy. They are looking at an ordinance template that Monroe County established. One member resigned, but another property owner is interested in joining the committee.
 - k. Amenity-Anthony Falcone-Nothing to report.
 - l. Technology-Tom Brown-The Committee met several times. The main focus is the ID Pass Scanning System. The committee is reviewing the community's existing technology. Herman will be focusing on the website. Tom continued that the website should have a member only section. The committee is looking for monetary savings and technical enhancements for Masthope's future technology. June added that Fawn Lake already has a member only section on their website. Discussion continued on the scanning systems and upcoming budget constraints with regards to updating the system as well as the work to integrate into a new system. Bruno summed up the discussion; that this is a very important project moving forward. He thanks Tom, Gerhard and Herman

for their help and expertise with this project. Anthony echoes Bruno's summation.

President's Report-June Murphy Carrozza-The mountain is busy getting ready for ski. The Finance Committee has been busy working on the proposed budget for the upcoming fiscal year. She added that there will be some items addressed in Executive Session. Peter stated that this year's staff holiday party was the best yet. He thanks June for her hard work.

Manager's Report-Randy Schmalzle-see attached. Herman asks for an update on the ATV trail to River Park. Randy responded that there is no update at this time. Herman refers to Tom Brown regarding the phone system. Tom explained that this is the industry that he is in and would like to be involved with the conversion to a new phone system. Randy answered that his help would be welcomed.

Old Business:

Previously discussed.

New Business:

Gerhard explains that the Financial Committee has had several meetings regarding the proposed budget 20/21. The budget has evolved with over 100-line items. There are a couple of items that changed on the operating income side. With investing more prudently, the interest income line will increase to \$10,000. The renters' admin income line has increased as well. The renter income line is well over budget at this time. On the expense side, there has been an upward trend on payroll and associated payroll expenses. Masthope is in direct competition with other local businesses for staff. Overall the budget is well behaved. For the capital budget, the 3-loan repayment amount does not change. They are looking at putting in 5 projects to add to capital. They will be voted on a la carte. (ID Scanner, increase the pool deck, building improvements: market shed roof, maintenance shed roof, new lodge door with access to the bathrooms, additional kayaks and boats, and lighting at the tennis courts.) June asked about the addition of the ice-skating rink. Gerhard explained that at the last meeting there was a debate whether it was an amenity or activity, and questions about the operation of the rink, so it was not put into this budget due to no resolution. This could go into the following year's budget or come out of the contingency line.

Peter observed renters at 3:30pm on a Sunday at the compactor that did not have passes. He was concerned about the hours of the office and the ability to verify if the renters were registered. The compactor attendant will keep track of any (after office hours) renters without a pass and verify with the office, the next day, if it was a registered renter.

Gerhard created a draft of the Treasurer's SOP for the board's review and approval. June stated that the draft was well done.

Property Owners Time:

Leatrice Langer 158MR-The ski swap contributed \$3200 to the Lackawaxen EMS. She thanks June and Carlo Carrozza, John and Judy Grandy, Phyllis Cobban, Tom Hillpot, Jerry

Ferraiuolo, and (inaudible). Eugene asked if it was good ski swap. Leatrice answered that it was average.

Mary Apuzzo 919RF-The Amenity Committee discussed creating a line item strictly for amenity use. Charge the property owners a separate fee to put to that line item. June asked if this could be created. Randy stated that he would have to talk to the accountant but did not think so. Gerhard added that the ID Pass/Rental Policy has considered charging an amenity fee as a possibility. He went on to explain that the reserve funds are asset based. Randy did not think that you could create a "Christmas Club". Reserves explanation followed.

Rose Perotti 164RF-She asked if the pool was considered an asset. Randy and Gerhard answered yes. She asked if we have funds saved to replace the pool. Gerhard explains that we look at the components of the asset. i.e. pumps, heaters, etc. There is not enough money saved to replace the entire pool. To expand the pool, that would be a different project. That would require a membership vote. She asked if we should be saving for a new pool now. Randy answered no, the community cannot do that, you can only reserve for assets that you own.

Maria Porter 1246FW-She asked that if the pool needed to be replaced, could we use the reserves that are for the parts of pool towards a new pool. Randy and Gerhard answered maybe. Gerhard explained the different variables.

Rose Perotti 164RF-With the additional decking, will it cause more stress on the pool and staff? Randy stated if so, then the board needs to recommend a new project such as a new pool or splash pad. Then the community would vote on it. She doesn't feel that it is reasonable to feel that with the additional seating, that those people won't go in the pool. Herman added that there are things that will confront us that aren't imminent. You can determine what is more forth coming in the future. Gerhard said yes, you can plan out what direction you will take. Randy added that 2023 the loans will be paid off. This would be the time to get a project in the works.

Rich Seidel 578MR-He asked why ski is going with steel for the pipeline. Randy answered expense and the ability to do the job in house.

Leatrice Langer 158MR-She has a rental near her house that seems to have a high turnover and is curious to see if the rentals are registered. She gave the address and the office will investigate it.

Rose Perotti 164RF-Does the cost of the deck expansion include furniture? Randy answered yes it does.

MOTION 01:12:21:19

Whereas, a member of the ID PASS/RENTAL POLICY COMMITTEE retired

Therefore be it resolved that the Masthope Mountain Community Board of Directors approves the addition of Henry Drywa to the committee.

FIRST: GERHARD BUHLER

SECOND: ED MCCLARY

MOTION PASSES: FOR 10, AGAINST 0

MOTION 02:12:21:19

Whereas there are vacancies on the Strategic Planning Committee and the chairperson, Rose Perotti has nominated Frank Fiumano and Tom Hillpot

Therefore be it resolved that the Masthope Mountain Community Board of Directors approves the addition of Frank Fiumano and Tom Hillpot to the committee.

FIRST: BRUNO DEVINCK

SECOND: HERMAN MATFES

MOTION PASSES: FOR 10, AGAINST 0

MOTION 03:12:21:19

Whereas the Treasurer is a Board Officer position and

Whereas a documentation of detailed Treasurer's responsibilities is needed

Therefore be it resolved that the Masthope Mountain Community Board of Directors approves the current draft of the Treasurer's SOP.

FIRST: GERHARD BUHLER

SECOND: ED MCCLARY

MOTION PASSES: FOR 10, AGAINST 0

Open Session Adjourned 10:58am

Executive Session began: 11:05am

Executive Session Adjourned: 12:25pm

Open Session began: 12:26pm

Open Session Adjourned: 12:27pm

Treasurer's Report for Period Ending November 30, 2019

Unaudited

Collections - YTD

	Nov 18	Oct 19	Nov 19
Total	2039	2035	2035
Billable	1741	1715	1715
Paid in Full	1596	1573	1589
Percent	91.7%	91.7%	92.7%
Outstanding - Lots	145	142	126
Outstanding - Dues	\$253,945	\$214,100	\$197,717
Total Bad Debt Lots	53	31	31

Unrestricted Income and Expense - YTD

	Nov 18 YTD	Oct 19 YTD	Nov 19 YTD
Revenues to date	\$2,588,786	\$2,672,368	\$2,718,220
Expenses to date	\$1,739,429	\$1,615,583	\$1,815,435
Net Surplus (deficit)	\$849,357	\$1,056,785	\$902,785
Margin (Net/Revenue)	32.8%	39.5%	33.2%

The Summit - YTD

Revenues to date	\$879,084	\$884,069	\$973,113
Expenses to date	\$882,370	\$850,716	\$954,145
Net Surplus (deficit)	(\$3,286)	\$33,353	\$18,967
Inventory	\$42,307	\$34,083	\$40,795

The Market Place - YTD

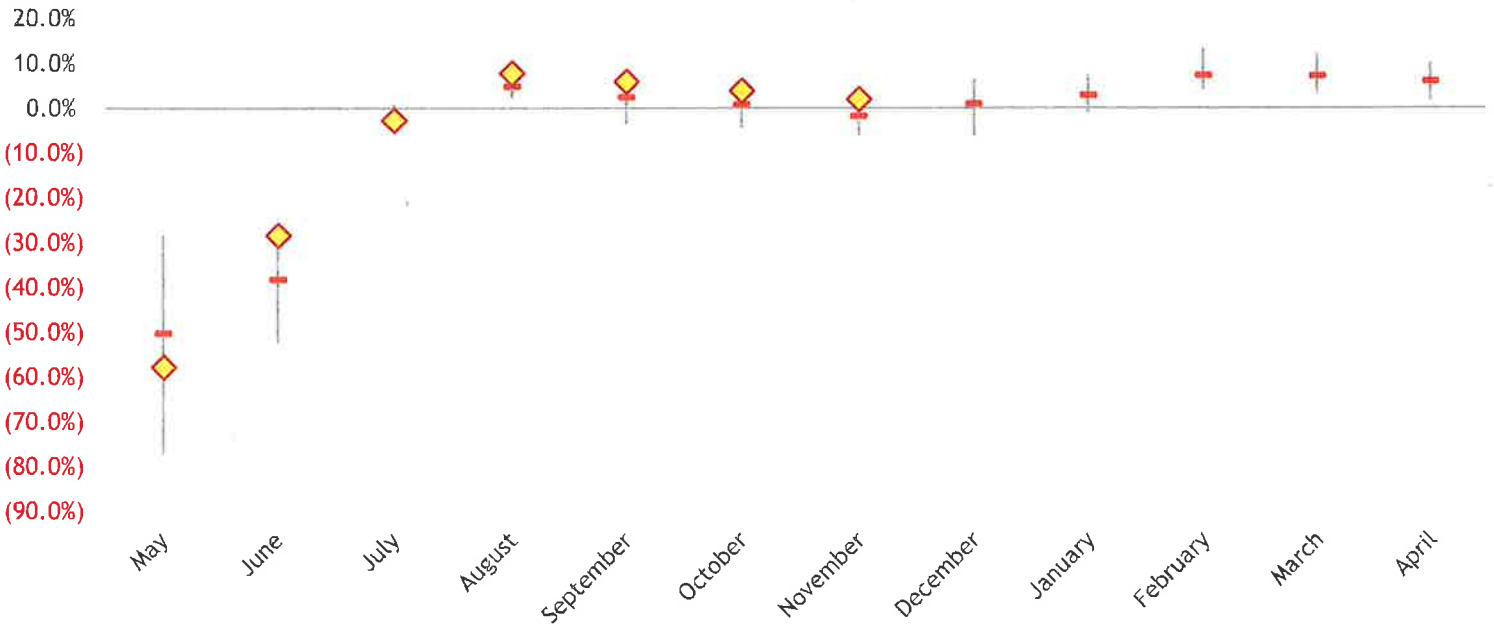
Revenues to date	\$288,745	\$293,736	\$330,120
Expenses to date	\$323,986	\$288,135	\$328,653
Net Surplus (deficit)	(\$35,241)	\$5,602	\$1,467
Inventory	\$38,610	\$15,084	\$14,967

Summit/Market Net Surplus (Deficit)

	(\$38,528)	\$38,954	\$20,435
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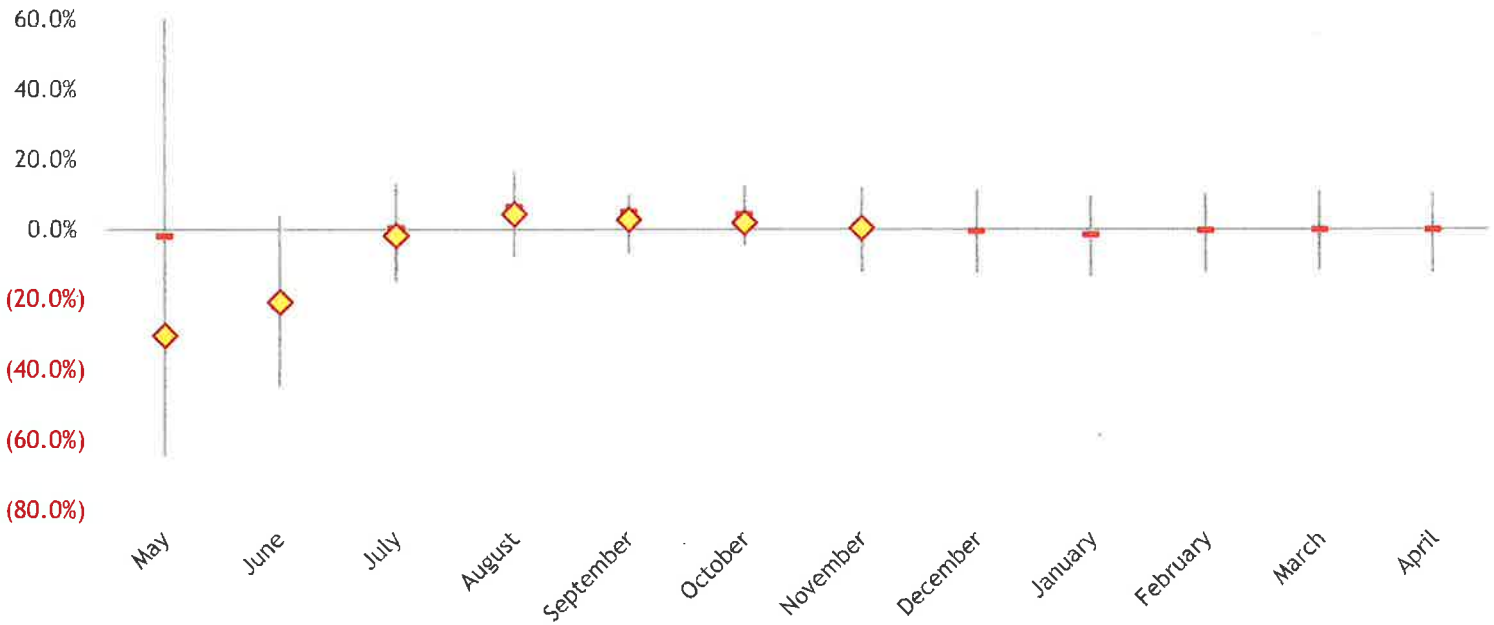
SUMMIT CHART - YTD MARGIN

High Low Average Current



MARKETPLACE CHART - YTD MARGIN

High Low Average Current



	NEW H	ADDITION	DECK	GARAGE	SHED	SIDING	ROOFING	TREE	BURN	PAINT/STAIN	SIGN	LANDSCAPE	DRIVEWAY	PROPANE	DUMPSTER	TOTAL
Jun-18	0	0	6	0	1	0	2	17	8	11	3	0	25	0	2	51
Jul-18	2	2	2	2	2	0	1	16	8	11	4	0	13	2	1	67
Aug-18	1	1	3	0	3	2	1	10	5	6	12	0	10	3	1	58
1-Sep	4	1	0	6	4	0	0	4	11	4	2	0	5	2	1	44
18-Oct	1	0	0	5	2	1	4	10	4	2	1	0	8	1	5	45
Nov-18	1	0	2	1	1	0	0	3	7	3	9	0	1	3	3	34
Dec-18	2	0	0	0	0	0	0	1	0	0	8	0	3	1	1	16
Jan-19	2	0	0	0	0	2	2	3	3	0	2	0	1	1	3	18
Feb-19	3	0	1	1	0	0	1	0	0	1	9	0	1	3	2	22
Mar-19	9	1	0	0	0	1	3	5	4	0	2	0	1	11	1	28

Apr-19	0	2	0	3	0	2	2	9	9	4	4	1	0	3	5	37
May-19	1	3	2	3	0	0	3	10	5	8	8	2	7	2	4	58
Jun-19	1	3	5	2	2	2	8	8	11	16	4	0	17	0	2	81
Jul-19	3	3	5	4	0	1	4	10	7	11	3	1	0	0	3	55
Aug-19	1	0	2	1	3	0	2	10	9	15	2	0	14	0	0	59
Sep-19	1	0	6	1	3	0	2	10	9	7	8	2	5	1	5	60
Oct-19	0	0	4	1	0	1	3	17	7	3	8	0	12	3	3	60
Nov-19	0	RAISE HOUSE	1	2	1	0	0	7	4	1	5	0	2	0	1	24
Dec-19	1	1	0	0	1	0	0	5	0	0	1	0	0	0	2	11

Managers' Report
December 21 2019

Administration

1. Ski stickers available in office.
2. Ski swap was a success, more than \$3000 was donated to the Lackawaxen Township Ambulance.
3. Toy drive for the holidays for the Zipper Junction Project.
4. Mailing has gone out for the new declaration.
5. Closed 3 big debt accounts

Public Safety

1. Staff all in place for winter months.
2. Reminder that vehicles can not be parked on roadways.

Maintenance

1. Snow removal has begun, first storms were extended hours.
2. Lodge decorations are complete.
3. All trucks prepared for snow removal
4. Salt and cinders are on hand
5. Looking at several different fire alarm systems for the stables.

Food and Beverage

1. Winter menu is in place.
2. Two freezers and griddle have been replaced.
3. Pizza oven has been installed.
4. Staff training for seasonal staff has been completed.