

APPROVED

**LINDO MAR ADVENTURE CLUB, LTD.  
BOARD OF DIRECTORS REGULAR MEETING MINUTES  
Monday, February 13, 2023**

**I. CALL TO ORDER / ROLL CALL / APPROVAL OF AGENDA**

Having established a quorum, Dennis Lockwood called the Regular Meeting to order at 10:05 a.m. (PST). The following people were in attendance:

Board of Directors:

Dennis Lockwood, President  
Sandra Erickson, Vice President  
Charles Meacham, Treasurer  
Lisa DeJong, Secretary  
Roger Denton, Director

Trading Places International and Resort Management:

Ulises Alfaro, General Manager  
Daniel Garza, Regional Director, Resorts Operations  
Ken Loury, Vice President of HOA Accounting  
Royce Pennington, Regional Vice President, Resort Operations

**MOTION:** Charles Meacham moved to approve the agenda as presented. Motion was seconded by Roger Denton and approved unanimously.

**II. MINUTES OF PREVIOUS BOARD MEETING**

A. October 26, 2022, Regular Meeting Minutes

**MOTION:** Charles Meacham moved to approve the Board Meeting Minutes of October 26, 2022. Motion was seconded by Roger Denton and approved unanimously.

**III. REPORTS**

A. Financial

1. Review of Financial Statements as of December 31, 2022

Ken Loury presented the unaudited financial statements as of year-end December 31, 2022. Mr. Loury answered multiple questions from the Board and stated that the financial statements reflect that the Association is operating with a surplus of \$95,161 and a favorable variance to budget of \$95,161 for the twelve-month period.

2. Delinquency

The delinquency rate as of December 2022 was 9.41%, which is up by 1.73% compared to year-end 2021.

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**B. Management Report, / La Playita Comments**

The Board reviewed the various updates regarding front desk, housekeeping, human resources, security, food, and beverage and maintenance.

**1. Sales Performance**

It was reported that year-to-date, Javier Quezada has conducted sales in the amount of \$150,000 USD.

**C. Comment Card Review (RCI, II TripAdvisor, and Yelp)**

The Board reviewed the Comment Card summaries.

**1. Occupancy**

The Occupancy Report was reviewed and discussed, but no action was taken.

**2. Trip Advisor**

The Board reviewed various comments from TripAdvisor regarding La Playita restaurant. The Board voiced their concerns regarding the negative comments. The Communication Committee asked that they be provided access to the login information to respond to comments.

**IV. UNFINISHED BUSINESS**

**A. Restaurant Remodeling Items**

**1. New Bar Design**

The new bar design discussion remains tabled.

**2. Roof Tile Replacement**

The full replacement of roof tiles is still on hold.

**3. Floor Tile Replacement**

The floor tile replacement discussion remains tabled.

**B. 1<sup>st</sup> Floor Remodel Project**

Roger Denton provided detailed background information regarding the previous phases of unit remodels. Mr. Denton presented proposed changes to the first-floor unit remodel project. Mr. Denton proposed that units 101 and 102 be remodeled without the installation of bathtubs and have stall showers only.

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**MOTION:** Roger Denton moved to approve that units 101 and 102 be remodeled with stall showers and no bathtubs. Motion was seconded by Chuck Meacham and approved unanimously.

C. Penthouse Remodel Project

The penthouse remodel project remained tabled for future discussions.

D. Front Entrance Wood Beams

Mr. Alfaro advised the Board of the need to replace the front entrance wood beams and provided proposals for the Board's review.

The Board discussed various options to provide a facelift to the front entrance of the resort which would include planters, updating the canopy, and painting a mural on the facade.

**MOTION:** Roger Denton moved to approve up to \$3,500 plus a 10% contingency to repair the front entrance wood beams with Primavera wood and the painting of the mural on the front entrance facade. Motion was seconded by Chuck Meacham and approved unanimously.

E. Elevator Cable and Pulley Replacement

Ulises Alfaro advised the Board that the cable and pulley replacement for the elevators is ongoing, and proposals are still being received.

F. 500 Club

Roger Denton asked when the 500 Club rental program would be marketed. Mr. Garza advised the 500 Club inventory would be available within the six month approved window. Mr. Denton recommended that the 500 Club rental program be marketed prior to the six-month window.

**V. NEW BUSINESS**

A. Contracts and Ratifications

1. Insurance Renewal

**MOTION:** Lisa DeJong moved to approve the 2023 insurance proposal as presented. Motion was seconded by Roger Denton and approved unanimously.

The Board took a break at 1:00 p.m. and returned at 1:15 p.m.

B. PBX Phone

Ulises Alfaro reported the PBX phone equipment and parts are obsolete and need to be upgraded. Mr. Alfaro reported he is exploring a few options to update and upgrade the equipment and will present at an upcoming meeting.

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C. UPS Peaks Surcharge

Mr. Alfaro proposed the installation of voltage regulators to protect the building and elevators from electrical surges.

**MOTION:** Roger Denton moved to accept the described proposals provided by Proyectos Obras y Peritajes Electricos, S.A. DE C.V. at a cost not to exceed \$9,250. Motion was seconded by Chuck Meacham and approved unanimously.

D. Restaurant Cashier Counter

Tabled to a later meeting.

E. Drainage Kitchen Grid

Ulises Alfaro reported to the Board that the staff would be creating a drainage grid to prevent standing water along the kitchen walkway.

F. Staff Bathrooms

Ulises Alfaro reported he would be optimizing the space for the staff bathrooms.

G. Fixed / Floating Weeks

**MOTION:** Chuck Meacham moved to reaffirm the existing Rules and Regulation Policy effective July 1, 2007 regarding 50% fixed / 50% floating unit weeks. Motion was seconded by Roger Denton and approved unanimously.

**VI. OTHER BUSINESS**

A. Owner Forum, / Correspondence, / Owner Cancellation Requests

1. The Board discussed correspondence received from a member regarding a member-to-member sale.

**MOTION:** Roger Denton moved to approve the private week sale from member to member. Motion was seconded by Chuck Meacham and approved with Lisa DeJong abstaining and Dennis Lockwood opposed.

**MOTION:** Roger Denton moved to approve the floating week upgrade sale from a one bedroom unit to a two bedroom deluxe unit from the HOA inventory. Motion was seconded by Chuck Meacham and approved unanimously.

2. Owner cancellation requests were ratified.

**MOTION:** Roger Denton moved to ratify the surrender of memberships from the following members: Kevin Cooper, Milton and Precious Hammonds, Henry Munoz, and Francis and Dorothy Yeung. Motion was seconded by Chuck Meacham and approved unanimously.

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**B. Lindo Mar Inspection**

The Board reviewed and discussed the inspection report prepared by Mr. Giddings.

**C. 2023/2024/2025 Meeting Schedule**

The proposed meeting dates were approved.

**D. Staff Family Assistance**

Chuck Meacham discussed a number of scholarships that have been approved for staff children in the past and reaffirmed the commitment Lindo Mar has to continue these programs and benefits for the betterment of the staff and retention of staff members.

**MOTION:** Chuck Meacham moved to enter into Executive Session at 3:00 p.m. Motion was seconded by Roger Denton and approved unanimously.

**VII. ADJOURNMENT**

**MOTION:** Roger Denton moved to adjourn the meeting at 4:40 p.m. (PT). Motion was seconded by Chuck Meacham and approved unanimously.

Submitted by:  
Trading Places International  
Its: Managing Agent

Accepted by:  
Lindo Mar Adventure Club, Ltd.

DocuSigned by:  
*Daniel Garza*  
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Daniel Garza  
Regional Director, Resort Operations

DocuSigned by:  
*Lisa DeJong*  
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Lisa DeJong  
Secretary