



**Holiday RV Park Owners Association  
Board of Directors Meeting  
February 10, 2018**

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**Board of Directors**

John Watkins–President  
Brien Carlson–Vice President & Park Maintenance  
Jon Mackenzie–Secretary  
Terry Redwine–Treasurer  
Tony Damiano–Management

Charles Nunes–Rules and Regulations  
Leroy Laird–Public Relations  
Fernando DaSilva–Park Use (Absent)  
Tom Barcellos–Collections

**Owners Present**

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Meeting was called to order at 9:02 am by John Watkins

Flag Salute by John Watkins

**President's Address**

1. Please turn off all cell phones.
2. This meeting is restricted to Owners only.
3. This is a volunteer Board. No one is paid for their time. Board Members are reimbursed for out of pocket expenses.
4. Discussion of issues can become heated and emotional, but everyone deserves to be treated with dignity and respect.
5. Regular and special meeting of the Board are open to all Members of the Association, Members who are not on the Board may not participate in any deliberations or discussions unless expressly so authorized by a majority of a quorum of the Board of Directors.
6. Owners may participate in meeting during the Owner's Comments section of the agenda.
7. Questions, comments or suggestions will be referred to a Board Member, as appropriate or taken into consideration by the Board for research, review and discussion, and placed on next month's agenda.
8. Holiday RV Park's procedures and meetings are governed by our bylaws, CC&Rs, and rules adopted by the Board.
9. Motion to accept the minutes of the January 13, 2018 meeting was made by John Watkins, no Board Members objected to accepting the minutes.

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**Correspondence – Leroy Laird**

This month I want to present correspondence differently as I would not like to repeat myself. Everything is good, nearly 65% of our guests are pleased with the Park and about 4-5% of guests don't like us at all; well we can't please them all.

I would like to read a few comments that are not related to the small sites or other common complaints:

- "Keep up the good work!" Chris & Terri Franks (Locker 352)
- "Aaron is wonderful and always helpful."
- "We were only at the Park one night; the survey should have options for guests that don't use the facilities."
- "I really appreciate Luke's help with setting up my electrical, water and cable hookups. Also, I want to commend Katya for double-checking with the towing company to make sure my trailer was there."
- "You guy are great, everything was a good experience."
- "Pet owners need to pick up after their pets and be responsible for their mess."

As Park Liaison I would like to remind people that we do have a problem with Owners that do not display their parking tags when they park their vehicles onsite.

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**Committee Reports**

**Management – Tony Damiano**

Well, I was gone but I'm confident that everything went well, and Julie will have more details to share during her report. My wife is doing better, but her recovery is going to be a slow process.

## **Collections –Tom Barcellos**

In terms of collections we are in a very good position. The only amount left outstanding is a little over \$3,700, but I'm pleased to say that all the 50 cent and \$1 late fees have all been cleaned up; kudos to Julie and the bookkeeper for getting that resolved. Within the next 3 months we should have the few shares that are way behind on dues foreclosed, but that process takes a lot of time and planning.

## **Park Maintenance – Brien Carlson**

Julie and I will discuss the ADA-required lift for the clubhouse in more detail under the topic of old business. We are also working on a small enclosure to house the Park's street sweeper from the elements, but otherwise not much is going on in terms of Park maintenance this month.

## **Financial Report: Terry Redwine**

Accounts	Balance
Rabobank – Operating	\$27,838.57
Rabobank – Laundry	\$22,610.49
Rabobank – MM	\$0.00
Rabobank – Dues	\$38,659.66
Morgan Stanley Dean Witter	\$143,421.05
Mission Bank CD	\$105,970.74

Item	Jan 2018	Jan 2017	Difference
Income	\$149,506.11	\$65,457.71	\$84,048.40
Expense	\$70,525.55	\$58,022.37	\$12,503.18
Net Income	\$78,998.56	\$945.35	\$78,053.21

Our balance sheet looks good, total checking and savings is at \$339,800 compared to \$249,000 last year. The difference of \$80,000 is a result of our dues assessments being mailed out and remitted to the Park much earlier than last year. Moving on to the profit and loss report, last month our total income was \$149,506 compared to \$65,000 last year and again the difference stemmed from the dues payments. Total expenses last month were \$70,525 compared to \$58,000 last year. Net income for January 2018 was right at \$78,998 for the month compared to only \$945 last year. Please consider again that large difference is because of dues, not regular income.

Just to give everyone some perspective, that \$80,000 amount from the dues payment sounds like a lot of money coming in, but those funds are quickly spent. Our property taxes in April drain \$37,000 from that account and our existing road work will cost \$35,000.

*Terry Redwine made a motion to pay bills in the amount of \$38,775.23, payroll in the amount of \$12,518.98 and to transfer \$8,839.65 from the dues account to the operating account, seconded by Tony Damiano.*

## **Rules and Regulations – Charles Nunes**

There are no pressing issues this month, but I would like to take the opportunity to remind everyone that there are two amendments proposed to the CC&Rs and bylaws. Please take the time to review your annual mailing and cast your vote if you feel that the measures are important to you.

## **Public Relations/Publicity – Leroy Laird**

All the paperwork and permits for the annual dinner & dance have been completed so right now we are simply in the process of purchasing decorations, food and such. I do have a request for around 11 to 12 people to assist Rodger Ritchie and the Beach Club in cleaning up after the party has concluded.

## **Beach Social Club Report – Brenda Critzer**

I would like to let everyone know that the Beach Club, other Owners not in the Beach Club, the Board and office staff have been working together to make sure this party is the best annual dinner ever. Please invite your friends to come with you, tickets are \$20 and that pays for a wonderful menu of prime rib, stuffed pork loin, dirty rice, beignets and ratatouille. There will also a DJ and dancing including dance contests, a costume contest, a photo booth to commemorate the evening, some great door prizes to raffle off and more. We are going to have a great time! Our deadline to RSVP is by March 8<sup>th</sup> and tickets will be limited to 150 so please make sure to stop by the office or call to purchase your tickets.

## **Park Use – Fernando DaSilva (Absent) – Tom Barcellos Representing**

Year over year, January occupancy was up 8%, which also accounts for an increase in income of \$14,000. I feel this can be attributed to the work that has been done to clean up and improve the Park; now that work is paying off.

## **Manager's Report – Julie Hill-Taylor**

To add to Brenda Critzer's report, I agree that everyone is working together and being supportive. Please purchase your tickets soon so that we can plan the dinner accordingly.

The Park's recycling bins have been filling up every week and some pickups have been missed so I got in touch with South County Sanitation and have arranged to install a large recycling dumpster to replace three of the smaller bins, in addition to making them aware of the late pickups. Hopefully this will alleviate the issue and free up room in the waste bins that was being taken up by recycling.

In case you were unaware, we have two new employees on staff: Ron is our new evening maintenance employee and Kimberly is our new reservations agent in the office. Both have a lot of useful experience and I think they will be a great asset to the Park.

The laundromat will be closed on Monday, February 12<sup>th</sup> to service the washers and dryers and reprogram all the units for the rate increase approved last meeting.

As Brien said, the maintenance crew is building a small shed to house the street sweeper; my thought being that we spent a fair bit of money to repair the sweeper and I would like to keep that investment protected from the elements as much as possible.

## **Old Business**

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### **1. ADA / Elevator – Brien Carlson**

Julie and I met with a contractor to get an estimate on the work required for a concrete pad to build the lift on. That estimate was higher than our projections and I think that the contractor was including work on the bid that would be covered by Arrow Lift themselves. Unfortunately, due to this misunderstanding, we don't have a solid bid that can be voted on today. Julie and I are taking the opportunity to meet with another contractor next week to see if we can get a second opinion and a better price.

### **2. Annual Dinner & Meeting – Leroy Laird**

Topic was covered under the committee report.

### **3. Spectrum – Julie Hill-Taylor**

To recap, last month the agreement with Spectrum was signed for a new, fiber optic Wi-Fi network and in the past 30 days we have moved forward on a few things. A supervisor from Spectrum flew out from back east to inspect onsite and he met with our new IT provider, Clever Ducks, to plan the installation of the new system. This installation will require about 30 towers that will each house modems broadcasting the Wi-Fi throughout the Park. Next is a conference call between Spectrum, Clever Ducks and myself scheduled for this coming week. I will provide more updates as needed for the next Board meeting.

### **4. Roads – Slurry Seal – Charles Nunes**

Julie, Leroy and I met with Ramsey Asphalt the other day and confirmed the dates for the slurry seal, May 1 – 3. One half of the Park will be seal per day, and an additional day will be needed for drying and repainting the traffic and site markings. I would like to see the slurry reach edge-to-edge this time, so Julie is going to contact certain Monthlies and Snowbirds and plan to have siding temporarily removed or some trailers lifted for the days needed. It was clear to me that as some Monthlies and Snowbirds have left or moved spaces you can see the unsealed areas from previous slurry

seals that were left behind and I would like to avoid that since we have invested so much time, energy and money to make sure the roads are improved.

#### **5. Website – Sales – John Watkins**

I don't have an update this month, I still need to speak with Clever Ducks, our new IT company, to work on a few more developments before I can present an advertising package to the Board.

#### **6. Bathroom Remodel – Julie Hill-Taylor**

The Park has been working through a process of ensuring that our facilities are ADA-complaint and a portion of that work must be made to the restrooms. Furthermore, since I've been here at the Park there has been ongoing discussion about completely remodeling the restrooms and I don't see the ADA improvements happening until it is time to seriously work on the bathrooms.

Our new evening employee Ron noticed a strong sewage odor coming from the pipes in the restrooms while cleaning and felt the pipes were in need to be hydroblasted to clear out the accumulated grime and waste inside. I will be looking into that service and see if that will alleviate some of the sewage smell while the Board and I plan to remodel the facilities later.

#### **7. Electrical Conversion – Brien Carlson**

We are looking into possibly installing new electrical conduits at the same time that Spectrum is trenching and laying down new communications lines. I will have to check with our inspector and see if that would be feasible based on all the drawings we had done in the past. This work would involve moving some pipes and other utilities so it will take further research to make sure the job is done right.

#### **8. Elections / Early Bird Drawing – Julie Hill-Taylor**

We had our early bird drawings for Owners that cast their votes by Jan 31<sup>st</sup> and our grand prize winner was Robert, second place went to Sandra and our third prize winner was Dan (last names withheld for privacy). All the recipients were very appreciative; I tried to convince Robert that he has to take us out to lunch but I'm not so sure that's going to happen!

### **New Business**

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#### **1. Line of Credit with Bank of the Sierra – Terry Redwine**

I had a meeting with a good friend of mine who is the manager of a Bank of the Sierra up in Reedley. We discussed the credit opportunities the Park could gain by switching from Rabobank to Bank of the Sierra. He said that if our checking and an investment account were moved over that an unsecured line of credit at slightly over prime interest rates would be available. However, our concern is that the CC&Rs prohibit the Board from taking out a loan without the consent of 66% of shareholders. Tom Barcellos and I are researching the issue in hopes to find a way to acquire a loan without violating the CC&Rs.

#### **2. New IT Company / Clever Ducks – Julie Hill-Taylor**

The Park officially changed IT companies last month and our new provider, Clever Ducks, has been here onsite a few days to secure and oversee some network changes. They are preparing to build a brand-new Wi-Fi network together with Spectrum and are taking the lead to plan these improvements along with upgrades to the Park's property management system, RMS. Going forward, I will meet with Clever Ducks on March 8<sup>th</sup> to discuss building a timeline for the life of the Park's current computers and equipment.

#### **3. 2017 Financial Review for CPA – Terry Redwine**

I have provided the Board with a letter from Glenn Burdette (Park accountant) stating they have been the process of auditing the Park. There is an assortment of information that is required to make a complete audit and it takes time for our bookkeeper and staff to get that sent over to Glenn Burdette.

## **Owner's Comments**

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**Gerry Brown (Locker 1)** – First of all, our prayers and hopes are with you Tony, and Marina too. We love her dearly and hope for the very best. Now, regarding the elevator lift and funding that project, I had thought of an idea to generate some additional income as a one-time assessment. The Park could place a monetary value to have an Owners' name on the Monthly waiting list. If the Park approached the Owners with an arbitrary amount (\$100, \$500 etc.) it would serve the purposes of generating funds for the lift and narrowing down the waiting list down to the Owners that truly interested and committed to the idea of being Monthlies. Once their space is available the Park would consider that fee as rent for their first month. The fee would of course be refunded if an Owner wanted to remove their name from the list.

*Response from Tom Barcellos – Gerry, I think the challenge with a fee like that would be in terms of fairness. We are obligated to treat every Owner as equally as possible, and an assessment that applied just to the Owners that want to be a Monthly is a bit of a grey area. The Board is looking at a few different ideas to generate some additional funds though, and I really do appreciate the suggestion.*

**Allan Bedford (Locker 344)** – Some friends of mine are making the trip down from Canada and I wanted them to stay whilst using a little bit of my time as my guests. I have come to realize that is no longer permitted, but I thought that so long as an Owner was in the Park they could still have a guest use free days too?

*Response from Julie Hill-Taylor – Our concern is that since 1979 the Park's CC&Rs and bylaws has always stated that an Owner's free time is to be used by themselves or members of their household. Per Board decision and at the suggestion of the Park's attorney, the Rules and Regulations were amended to only allow Owners to use their own free time or for any persons that live with them (household). There is currently an amendment for Owners to vote on this year that would amend both the CC&Rs and bylaws to allow an Owners' immediate family to use their free time, defined as an Owner's spouse, parents, children and grandchildren. This amendment must be approved by a 66% majority vote of all 875 shareholders to pass. While I understand that it was convenient for Owners to be allowed to give their time away to almost anyone for the last 39 years, it was not the right thing to do. In my mind, the Board had to stop the bleeding and secure the financial stability of this Park.*

*Response from Tom Barcellos – Just to add a little information for your understanding Allan, the Board reviewed exactly how much time was away given away in 2016 to non-immediate family members and or/friends and we discovered that the monetary loss to the Park was more than \$27,000.*

**Lou Garrett (Locker 313)** – We have our kids on our deed, aren't they allowed to stay in the Park on time?

*Response from Charles Nunes – Yes, they are. I'm glad you brought up that point because it is important for Owners to understand that if they are concerned about their children or other family not being able to use time there is always an option to add them to your deed, thus entitling them to make reservations and use any free time as needed. I must again stress that allowing so many unrelated persons to use the Park free has cost the Association a lot of revenue and now the Board is challenged to solve this problem and turn things around financially.*

**Brenda Critzer (Locker 166)** – Just a reminder to all that the Beach Social Club is hosting a potluck from 6pm until 9pm on Tuesday, February 13<sup>th</sup> to celebrate Valentine's Day and everyone is invited. There will also be a bake sale and 50/50 raffle. Bring a Valentine's setting too!

**Mark Schieber (Locker 155)** – I purchase an additional space to park my vehicle quite often and I had an idea for an option to Monthlies and Snowbirds to purchase a parking pass that would be on a monthly basis. If an Owner with a monthly parking pass drives into the Park after office hours they could refer to a list of sites specifically set aside for vehicle parking (first come, first serve) and park there overnight if their pass was displayed. I think it could be an opportunity to generate a little extra revenue during the slow season, as well as streamline the current parking procedure.

**John Watkins (Locker 559)** – When I first bought into the Park years back, I once asked my neighbor "Who's that guy down there in the Yankees hat out there smoking all the time?" His response was, "Oh, he's the Mayor!" I heard talk that this guy was kind of grouchy to which my neighbor replied, "That's just Tony." So, when it comes time to make my introduction I walked down to Tony's place and shout "Hey Grouchy! How you doing?" I did not forget that day, and I don't think that Tony has either.

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We have developed a friendship in the years since and I think that to a certain extent every Owner comes to Holiday RV Park not knowing anyone, but as time goes on we become a family. Tony is going through some tough times right now, and I am going to miss him being here in the Park.

To give a little perspective, Tony and his wife are moving back to Sacramento and I said don't sell your shares; he's not. I'm thankful that he will remain a Member here and I just want to take the opportunity to remind everyone how special this Park is. Now, Tony must pay for homeowner's association fees, his own electricity, his own water, his own trash pickup, his own cable, and his own Wi-Fi. So, when people complain about what they pay here at Holiday, I find it *ludicrous*. As a Board member I'm not going to stand for it, to be honest with you. We've got a deal here that no one is ever going to have; that's why shares are going up so much. The Board has made some tough decisions this year; I wasn't happy some of them, but we all needed to give and take so we could work together.

Now suddenly, these shares that used to go for only \$6,500 and today you see them sell at \$12,500; we've even got one listed right now at \$18,000. A year ago, nobody would have even dreamed of listing a share for \$18,000! I think you all can see that we are on the right track. If we continue to work together, play together, and disagree with respect to each other together then no one is going to hold us back. *No one*.

I have had fun this year, as I do every year at the Park. I can say the Board is having more fun and enjoying working together. In fact, today's meeting would not have even been possible last year. I can recall meetings just a year ago where we would be sitting up here for 3 hours arguing with each other; that kind of progress is remarkable.

One last bit of business, I would someone to make a motion to adjourn this meeting until 5pm on March 9<sup>th</sup> to discuss Park business, including an executive session, because we cannot conduct regular business during the Annual Meeting, and the April Board meeting is too long to let business sit off the table.

*Terry Redwine made a motion to hold a general Board meeting on March 9<sup>th</sup> at 5pm to conduct crucial Park business in a timely fashion before the Annual Meeting, including an executive session, seconded by Tom Barcellos.*

*Tom Barcellos made a motion to install a concrete pad next to the dog run for the purpose of washing Park vehicles and for Owners that would like to wash their golf carts too, up to a total cost of \$1,000, seconded by Terry Redwine.*

### **All Motions**

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***John Watkins made a motion to approve the minutes from the January 13, 2018 meeting. Roll Call: Tom Barcellos, Brien Carlson, Tony Damiano, Leroy Laird, Jon Mackenzie, Charles Nunes and Terry Redwine voted yes. Fernando Da Silva absent. Motion Carried.***

***Terry Redwine made a motion to pay bills in the amount of \$38,775.23, payroll in the amount of \$12,518.98 and to transfer \$8,839.65 from the dues account to the operating account, seconded by Tony Damiano. Roll Call: Tom Barcellos, Brien Carlson, Charles Nunes, Leroy Laird, Jon Mackenzie and John Watkins voted yes. Fernando Da Silva absent. Motion carried.***

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***Tom Barcellos made a motion to install a concrete pad next to the dog run for the purpose of washing Park vehicles and for Owners that would like to wash their golf carts too, up to a total cost of \$1,000, seconded by Terry Redwine. Roll Call: Brien Carlson, Leroy Laird, Jon Mackenzie, Charles Nunes and John Watkins voted yes. Tony Damiano and Fernando Da Silva absent. Motion carried.***

Meeting adjourned at 10:10 am, to be concluded on March 9<sup>th</sup> at 5pm.

Respectfully Submitted,

Jon C Mackenzie

Board of Directors – Secretary

CC

Aaron Cartwright

Senior Reservation Agent