

Baytowne Wharf Neighborhood Association

Board Meeting Minutes 11-20-2024

Board Members Present-Mike Elmore, David Ralph, Dawn Smith, Yossi Biton, and Kitty Whitney.

Others present-Alan Meyers (BWNA), Adam Polimeni (SDI Real-estate), Clayton Aldridge (Gateway Association), Russ Scott (BAZ), and Darrell Price (BAZ)

- The meeting was called to order at 9:02 a.m. Mike Elmore, Dawn Smith, David Ralph, Yossi Biton and Kitty Whitney were present. Quorum established.
- Meeting Notice was posted November 17th, 2024 at 3:40 p.m., which meets the 48hr requirement for Board meetings.
- Kitty Whitney made a motion to accept the meeting minutes from August 2, 2024. Mike seconded the motion. All members were in favor.

Subject: July Financials

- Alan presented the financials for July 2024. A copy is available in the Association office. Dawn made a motion to accept the July 2024 financials. Mike seconded the motion. All members were in favor.

Subject: Office Staffing Updates

- Alan informed the Board that he had hired Kevin Parchment who has worked both at the Gateway Association and the Grand Sandestin. He was the Grand Sandestin's maintenance supervisor at the time of acquisition. Additionally, he contracted with Raebird Weddings and Events to execute the events. Leighann Elliott (former BWNA employee as well as part owner of Raebird) had been in the office twice a week, supplementing on days that our part time administrative assistant is not there, and coming in more frequent on the week leading up to the events.

Subject: Housekeeping Proposals

- Alan presented two housekeeping proposals. The first proposal was from Village Support Services, a company started and owned and operated by Russ Scott (owner Baytowne Adventure Zone) and Darrell Price (General Manager Baytowne Adventure Zone). Russ presented to the Board how he would provide better service. More supervision, employees in uniforms, a constant point of contact were just a few notable points of the presentation. Village Environmental Service did not send a representative to talk to the Board about their bid and current services offered. Dawn made a motion to accept the bid from Village Support Services for a one-year contract with a 90-day notice for termination should either party not be happy with the services. Mike seconded the motion with all members in favor.

Subject: Landscaping Proposals

- Alan presented the Board with four different bids for the Landscape contract. The four companies that presented were the current vendor, RCI, Biotic Environmental Solutions (Previous Owner of GPL), Landscape Workshop, and Green Earth. All the bids were comparable, with the Green Earth being the highest bid. Alan told the Board that RCI's responsiveness and the ability to be proactive has fallen over the past year and that he would like to try Biotic Environmental. The owner of Biotic lives in Sandestin Golf and Beach Resort and this would be his only account and focus for the year. Kitty motioned to accept the Biotic bid with a 60 day termination clause, with or without cause. David seconded the motion with all members in favor.

Subject: Fireworks Proposal

- Alan presented a proposal from our current fireworks vendor. The bid included a 5% increase in pricing. Over the past three years there has only been one increase due to shipping increases during covid. With a deposit of 25%, the Association will receive a 10% discount on the year's contract. Kitty made a motion to accept the 2025 Pyro Shows Contract and tender deposit for the 10% discount. Mike seconded the motion with all in favor.

Subject: NYE Drone Show Proposals

- Alan said that over the past two years we've taken a look at how we are doing budget wise along with what money we have in the bank and decided whether we wanted to add drones to our NYE celebrations. Yossi originally introduced the idea two years ago and fronting half the money for the shows. This year we have three competitive bids. Sky Elements has drone the show for the last two years. Firefly executed the City of Destin's first drone show for its 40th Birthday. Finally, Cosmic Drones (Previous owned of Cosmo's Robot Diner) who just got all his FAA clearances and is working with a supplier of drones in China. Cosmic drone was over \$15k cheaper than the next cheapest bid on a 200 drone show. David asked Yossi if he was willing to split the cost again. Yossi said he would be willing to chip in \$10k. Mike made a motion to accept the bid from Cosmic Drones for \$28k with BVR subsidizing \$10k of the costs. Kitty seconded with all members in favor.

Subject: Request for Additional Funding Big Screen

- Alan met with a builder to help identify logistics for getting power to where the screen will be located as well as the video company selling the screen to help identify the mount that will hold the screen. The builder said that he will need to get an electrician out to see how we can get three phase power to the area we would like to install. He also said that the mount would require an engineering stamp to get approved. Alan is requesting additional funds not to exceed \$20k to cover these costs. Mike made a motion to supply additional funding, not to exceed \$20k for engineering plans and associated stamp. Dave seconded the motion with all in favor.

Subject: Discussion about Potential Increase in Sales Assessment

- Alan talked with the Board about rising costs for the association and how to obtain better service we are going to have to pay a little more moving forward. Alan said that, without a legal opinion, he thought that any increase in sales assessment would also have to happen on the lodging side. Kitty mentioned that the new requirement for SIRS funding has made it overly burdensome on the owners for any increases. Mike said he agrees with that assessment and after looking at the balance sheet feels that we can justify absorbing the increased costs for a small length of time. The Board agreed to put the budget together to see how much needs to be absorbed.

- Kitty made a motion to adjourn the meeting at 10:34am. Mike seconded the motion with all members in favor. Meeting adjourned.