

**MINUTES OF THE MEETING OF THE BOARD OF DIRECTORS  
ANTLERS AT VAIL ASSOCIATION  
Saturday, June 16, 2018**

Catherine Michela called the meeting to order at 2:06 pm. Other board members present were Rich Buckley, Susan Hagy Humphrey, Lori Radcliffe, Jim Taylor, Joe Forish, and Jeff Brundage. Also in attendance via conference call was owner Kathleen Flynn (212). Staff members Magda King, Randi Davis, Kim Rediker, Ryan Kelsey, Chase Simmons, Dave Collins, Manny Flores, and Consultant Rob Levine were also present.

**Minutes** – The minutes of the March 7, 2018 meeting were amended and approved unanimously.

**Staff Introductions** – Two new employees - Chief Engineer Manny Flores and Controller Chase Simmons - were introduced to the Board.

**Financial Report** – Year-to-date financials and projected year end results were presented by Randi Davis. Revenue is anticipated to exceed budget by approximately 12%. A surplus of around \$150,000 is expected at year end, which will be earmarked as an operation reserve due to potential impacts to revenue with construction in the coming year.

**Reservations Update** – Advanced bookings for 2018-2019 ski season are ahead of this year, with growth in group business that is non-snow related. In 2017-2018 our business grew 2%, with RevPAR up 3% and ADR up 5%. Yield management and dynamic pricing have been very effective strategies for the Antlers.

**Vail Community Update** – The Antlers outperformed other Town of Vail properties dramatically this past ski season, with occupancy 15% higher than competing properties. In addition, the aggregate of properties saw a decrease in RevPAR and ADR while the Antlers was up in those areas. Our pricing strategy reaped benefits with growth in relationship channels and strong revenue.

**Elevator Project Update** – The project management team for the elevator project is comprised of Henry Pratt (architect), Doug Thompson (Superintendent with Hyder Construction), Dave Collins (Antlers Owner Representative), and Rob LeVine. Dave Collins explained the design evolution of the project, which has led to the lobby encompassing the entire first floor and offices all on the second floor.

- Hyder Construction has issued a pre-construction schedule, and Henry Pratt expects that the project will be able to be completed within the outlined schedule.
- Magda King and Chase Simmons have been soliciting bids for a construction loan and will decide between Alpine Bank and FirstBank. The Board is going to offer several different financing options to owners, with those options presented to the owners at the Annual meeting in September.

- In order to build and sell the condominium in the North Tower, the Association Declarations will need to be amended. Magda King is working with the Association Attorney on the process and will be ready at the Annual meeting in September to present the formal amendment to the Declaration.
- Rich Buckley offered a discussion about the 7 Antlers deed-restricted employee housing units and made a motion to amend the Declaration to change the Antlers' 7 one-bedroom units to individually deeded Type III Employee Housing Units. The motion died without a second. It was noted that once the elevator project is complete, the Board will work on an employee housing strategy and policy, and that would be the appropriate time to discuss any changes to the current deeds. It was stated that there is no urgency to do so now, as at any time the units could be converted to deeded assets and mortgaged, if needed.
- Liana Moore reviewed with the Board the E-newsletter and Project communication schedule. New information will go out to owners every two weeks regarding the elevator/lobby project, as well as a continuously updated blog on the website.
- The Milestone Schedule was reviewed by the Board.

**Budget 2018-2019** – Due to the construction project, 2018-2019 will be atypical. No increases in either general or capital assessments have been implemented. The budget includes a decrease in net income of about 20%, due to full closure of the building in May and decreased revenue during the summer. Expenses will also see a 20% decrease, with about 11% of that attributed to decreased labor expenses and other expenses will naturally decrease with lower occupancy. Rich Buckley made a motion to increase capital reserve assessments to Owners by 50%, to \$225,000 per year. The motion died without a second. Following completion of the Project, the BOD will review the recently completed Reserve Study in order to formulate recommendations for future capital projects and whether or not there need to be any recommendations for adjustments to the quarterly capital reserve assessments. In the meantime, management will provide a Proposed Capital Schedule, considering Reserve Study recommendations, the “A,B,C Capital Project Priority List” along with estimated expenditures, for this coming year at the next BOD Meeting. The Board adjourned to Executive Session to discuss employee issues. When the Board reconvened, the proposed 2018-2019 budget was approved unanimously with one modification to Salaries & Compensation.

**Ski Locker** – Magda King noted that Ski Butlers and Vail Resorts have both expressed interest in an ongoing business partnership to provide ski valet services to the Antlers. Ski Butlers will continue to operate ski valet services for the 2018-2019 ski season, and management will review proposals and concepts from vendors for future years.

**Next BOD Meeting Dates** – Friday, August 31 4:00 pm; Monday, 3 September 3, 2018 8:30 am; Saturday, December 8, 2018 3 pm. The meeting was adjourned at 6:35 pm.