

Draft

MINUTES OF THE ANNUAL MEETING OF MEMBERS ANTLERS AT VAIL ASSOCIATION Sunday, September 18, 2022

Board President Jeff Brundage called the meeting to order at 4:05 pm. Other Board members present were Susan Hagy Humphrey, Libby Sperr, Ross Dupper, Lori Radcliffe, Buzz Dow, and Catherine Michela. Staff members present were GM Magda King, Assistant GM Kim Rediker, Controller Chris Manning, Assistant Controller Elena Fundureanu, Marketing Director Liana Moore, Sales & Revenue Manager Ryan Kelsey, Remodel Coordinator Dave Collins, Chief Engineer Ramon Torres, and Front Office Manager Chad Stephens.

According to the Bylaws of the Association quorum is 1/3 of members (90 units; quorum = 30 units), and with 23 units represented in person and 39 via proxy, quorum is established.

Minutes

The minutes of the September 5, 2021, meeting were reviewed and upon proper motion, second, and unanimous vote in favor were approved.

Financial Report

Projected Year End 2021-2022: The past fiscal year was great. Total revenue was \$4.3M favorable to budget \$3.9M or 10%. Rental management income exceeded previous year by 22% and budgeted numbers by 15%. This growth is due to both increased rental rates, and increased occupancy. The conference services/group team excelled at their performance with \$116,000 in revenue vs. budgeted \$40,000. It was noted that most groups are Colorado based, with weddings and corporate retreats comprising most of the business. Expenses were slightly over budget by 3%. Utility costs were significantly over budget due to large increases in natural gas prices. The Association will owe income tax this year, but we are only taxed on rental income, interest income, and investment income. The accounting team worked diligently with the CPAs to ensure that we've advanced as many expenses as possible to reduce the tax liability.

Wage expense was budgeted at \$1.96 million but finished the year below budget at \$1.8 million. Community wide employee shortage is the reason for this. Net income was forecasted at \$271,300 in favor of the association.

Proposed Budget

Owners had the opportunity to review the 2022-2023 Proposed Budget prior to the meeting. Magda King invited questions from the floor and explained the process outlined by the Association Bylaws for budget adoption, as follows: The Board adopts the proposed budget at meeting in June, and the budget is presented to the ownership at the Annual Meeting in September. The budget is ratified unless 51% of owners vote against it. The Budget for the 2022-2023 Fiscal Year includes \$7.1 million in gross rental income. Upon a proper motion, second, and unanimous vote, the 2022-2023 Budget is ratified as presented.

Capital Reserve

The Board of Directors has appointed a Board Subcommittee to review the existing Capital Reserve Study, as the building is now 50 years old and will need more general upkeep in the coming years, and to determine a strategic plan based upon the review and input from ownership on priorities.

The Capital Reserve account currently has \$236,000, and projects planned for this fall – to include installation of 4th Floor ceilings and some stucco patching – will cost about \$50,000.

Department Updates

Video staff reports were presented by each Antlers Manager, covering topics such as Accounting & Human Resources, Marketing, Maintenance, Housekeeping, LQA, Front Desk, Sales, etc. Videos will be available at the Antlers website.

Staff Anniversary Recognition

Magda King was recognized for 15 years of service to the Antlers, and Alicia Cornejo and Gabriela Villegas were both recognized for 20 years of service.

Real Estate Update

Rob LeVine presented a Real Estate update and is pleased to note that Magda King is now working with Antlers Real Estate. There was a slew of sales at Antlers after covid, with 12 in one year. Since March of 2021 there have only been 2 sales, but both happened very quickly at record high prices of \$1 million and \$1.15 million for 1-bedroom units. There are currently no Antlers units on the market, and while it has been a very hot market in the Vail area it does seem to be softening.

Board of Directors

Three seats for the Board of Directors are up for election, and Lori Radcliffe, Ross Dupper, and Buzz Dow have submitted letters of candidacy to remain on the Board. With no other nominations from the floor, with a proper motion and second, Lori Radcliffe, Ross Dupper, and Buzz Dow are all elected unanimously to serve 3-year terms on the Board.

There being no other business, the meeting was adjourned at 6:10 pm.