



**Board Meeting Minutes
November 21, 2019
4012 Crockers Lake Blvd.,
Sarasota, FL 34238
10:00 a.m.**

Determination of Quorum: Dave Carter, President, Karen Domaratzki, Vice President and Treasurer, Joe Gianino, Director, and Joe Joseph, Director, were present in the meeting room. Jackie Vizzi, Secretary, was absent.

Glenn Aitelli, Association Manager, and guests Anthony de la Torre and Chris Goolsby from the PCS Insurance Group were also present in the meeting room.

Call to order: Dave Carter, President, called the meeting to order at 10:04 a.m.

Proof of Notice: Dave Carter acknowledged that the meeting notice was posted at the clubhouse and on the Association's web site according to Florida Statutes.

Approval of Minutes: Board Meeting of November 8, 2019: Joe Gianino made a motion (**Motion #1**) to approve the minutes which had been drafted for the open board meeting on November 8, 2019. Dave Carter seconded the motion and it passed unanimously.

Discussion of Association Insurance Policies:

The primary purpose of this meeting was to educate the Board on the proper process for negotiating annual renewals of the Association's various insurance policies and on market conditions and other factors which drive the level of premiums that the Association pays to maintain those policies. Our policies renew on June 5 of each year. The annual premiums for the policies renewed on June 5, 2019 totaled to \$306,589.61, which was about 29% higher than what we were paying for the expiring policies. The insurance brokerage firm that the Association used last year was Scarr Insurance Group, which was in the process of being merged with Acentria Insurance. The Board was not happy with the process and outcome last year and is considering moving its business to a competing insurance brokerage firm. PCS Insurance Group is one of two competing firms that the Board is considering for the next renewal in June, 2020.

Anthony de la Torre and Chris Goolsby are agents with PCS. Prior to this meeting, they had reviewed the Association's current policies and the market analysis that Scarr/Acentria provided in support of their recommendation for our June 5, 2019 renewal. Anthony and Chris presented a number of recommendations on policy changes that should be incorporated into our next renewal to improve compliance with Florida Statutes and to either obtain better coverage with no significant increase in premiums or to mitigate the premium increases that we will likely see with our next renewal. Additional increases are expected due to less favorable insurance market conditions and the likely 7-10% increase in the value (replacement cost) of our property that will be documented in our

next insurance appraisal. (Our last appraisal was completed in March of 2017 and Florida Statutes require an updated appraisal at least once every 36 months.)

Chris Goolsby recommended that we move forward late this year or very early next year in ordering the required insurance appraisal update, since the information from that appraisal will be needed to start the process of obtaining quotes from competing insurance firms. He said that his firm normally starts obtaining quotes 120 days ahead of the policy renewal dates. In our case, that would be a start date of approximately February 5 for a renewal on June 5. If we decide to move our business to PCS or to any other competing insurance brokerage firm, the Association will need to sign forms in January appointing the new firm to be our "agent of record".

Anthony and Chris answered numerous questions posed by Board Directors and other owners who attended the meeting.

The Board will address formal motions to initiate the process of negotiating the Association's June, 2020 insurance policy renewals at a future board meeting.

Meeting Adjourned: Karen Domatatzki made the motion (**Motion #2**) to adjourn the meeting. It was seconded by Joe Joseph. Motion passed unanimously and the meeting ended at 11.35 a.m.

Minutes prepared by Dave Carter

*Minutes approved
at December 10, 2019
open board meeting
RW Carter*