

Board of Directors Meeting MAB

Tuesday July 23 2024

Submitted Neil Midtgard Secretary

In person participants:11

Zoom Participants: 37

Total 48

Call to Order: 5:30 pm First VP Aramand Veltri.

Flag Salute:Armand Veltri

Roll Call: Conducted by Barbara Bergstedt - Present 1st VP Armand Veltri,Treasurer Patricia Meglino,2nd VP Rich Garzon,Secretary Neil Midtgard Present via zoom President Lew Panzo.

Old Business:

Armand called for a motion to approve the minutes of the meeting of May 16, 2024

1st Rich Garzon 2nd Patricia Meglino

All in favor, none opposed,motion passed.

New Business.

Armand calls for a motion to approve the contract Harbor Management of South Florida.

August 1st 2024, Through December 31st, 2024.

Discussion

Phil Macintosh bldg 1401

What makes this company the choice ?

Patricia Answered It's been an Hellatus year we put a lot of time and effort into working with the old company without much success.it became obvious that we had to take steps to take care of our community,bare in mind we are a large community,we have a large volume of transactions. We looked around, we interviewed a lot of companies called a lot of companies Barbara gave me a list we went too 6 different companies,some said we are too big some said it would take them too much time and effort to put tiger a quote, because they would have to look at what's involved The good thing about the company that we selected several people from the old company bailed out and went there so they are familiar with the way we work and the way we need to work and we had a good relationship with them so that's a good starting point. The attorney any the auditeer were consulted and they both recommended Harbor Management and thats another reason to do this any other questions.

Nick DiMaio Building 501 unit 505

How many proposals did we get 2?

Patricia we received 2

O K if that is your question what is your 2nd question.

Nick: my second question isn't the company that we were using the company that caused the chaos

Patricia that's exactly the point

Nick then why except a bid from them

Patricia We didn't accept a bid from them we asked for it we got it. We went through a process, we tried to live with what we were saddled with until the end of the year. we got mail which said hey guys we are almost doubling your fees effective July 1 that means to me they don't want to work with us they were not negotiating we were not happy with their service and not happy with their expertise Why consider them but we need compare where they were putting us compared to where we would be with Harbour. Harbour gave us 2 proposals they understand, Which Community Financial did not understand we prepare our budget way ahead of time as you all know now in the middle of the year you come and double our fee this makes no sense so Community Financials has no idea how a real condominium works so we went past that their fees were too high and that just gave them the option that this is not a good fit at all and it made us realize we needed to do something immediately because in addition they wanted to change all of our systems they wanted to change our bank accounts and make it easier for them because they outsource data and so forth so no we don't want to use the old company Community Financials we needed to for who else could handle the volume of our work there are no viable candidates. The list that I have here is people who we consulted and did not bid. What I started to explain a couple of minutes ago in order to get an accurate bid it would require an evaluation of all our books all of our contracts all of our relationships with our vendors all of our relationships with our banks looking at the reports from our auditors and so forth. So a company that wants to do business with us will have to do all that work up front at no pay to say hey we want you as a new customer so most people are not willing to put that much effort in for free.

Nick:so basically we didn't get any competitive bids after all that we didn't get any competitive bids i know you tried 7 or 8 people we only have 1 bid you weren't going to use the existing company anyway

Rich Garzon:it's still a bid

Patricia its a bid

Maryann Russo 1201

Congratulations Pat. I'm very proud of what you just did. I was just in the bank down the street from us and they ecco how wonderful the new company is.

Patricia Thank You

Any other Questions

Question from Zoom

Barbara How will we have a smooth transition

Patricia, we are a good team. We will have an organized orderly transition. Part of my background is exactly that ,implementing the new system Barbara is excellent. Nicole is good at what she does and the company we are going to understands their work process ,understands our work process. We will make the changes to make it work smoothly.

We are going to have training, we are going to have to get acclimated to their computer systems. There are a lot of work that go on behind the scenes,accounts payable ,account receivable when we get money from unit owners we are anticipating a smooth transition we are going to ask for your understanding you put up with a lot of garbage this year.Some of you are aware some of you aren't.that's kind of where we are.

Barbara: Building 25

How is the board going to leverage the Strong Arm software particularly, clarify what onboarding looks like.

Patricia, we are going to figure out what to do.

Barbara, we are going to train and see what works for the association.

Patricia we are going to have to pay our bills we are going to have to pay our employees, Harbour is not anticipating a problem number 1 number 2 we are not the first organization to leave community financials there are numerous organizations of Community that have already transitioned to Harbour we are not leading the parade.

Question Where are they located

Patricia Palm Beach Garden and that was important to us because a lot of our vendors are small companies so having a company local is extremely important to us.

Scott building 25 Training on Strong Arm

Barbara: i and Nicole will be receiving free training on the software at Harbour Management and Nichole will do the same.

Patricia : I think it's a good opportunity to move forward

Barbara Nichole and I and Lew are willing to do our part to make sure that the transition is as smooth as it can possibly be.

Any other Question

Can we be able to give out checks (didn't hear the Rest of the question)

Barabara : Right now we encourage the owners to sign up for Direct pay to the company but if they can't sign up there will be a mailing envelope that they can drop off at the office.

Patricia any other question

I thank you for your patience it's going to be a good thing

Armond there is a motion on the floor to vote

Armand 1st

Rich 2nd

Lew Yes

Armand Yes

Rich Yes

Patricia Yes

Neil Yes

Motion passed unanimously

Meeting Adjourned 5:57