

TIOA - Board of Directors
Pre-Annual Meeting Agenda.

October 13, 2018 – Saturday 10:00 am 1607 Conference Room

10:00 am

-Roll Call - Confirm Quorum

Mike

-Meeting Minutes recorder assignment John?

Latest: September 2018: Tom, April 2018: Keith, January 2018: Don

October 2017: Susan, July 2017: Fred, April 2017 John

Minutes must be distributed by November 5.

-Approval of Agenda

-Chairman's Introduction

-Owner's or guests present, submitted comments or correspondence.

Topic of Discussion

Approval of September Board Meeting Minutes

All

Annual Meeting Agenda and Responsibilities Review

All

Suggested Agenda & Roles:

12-1:00: Registration - Cari

1:00: Call to Order

Quorum

Board Introduction

Approval of 2017 Annual Meeting Minutes

Opening Remarks/Message to include Pointe Agreement – Mike

Value of Ownership to include rate increases of \$25 on 21-day rentals – Cari

Introduction of Candidates, speeches & casting of ballots – Susan

General Manager's Report to introduce AirBnd rentals and new website – Cole

Financials and 2019 Dues announcement – Tom

Recognition of Tom's years of service – Plaque - Mike, gifts – All

Election Results – Susan

Explanation of Trust For Years Program, Final Q&A, Adjournment - Mike

Post-Annual Meeting Agenda creation

All

New Business

Old Business

Other

Adjourn Meeting

2018 Annual Meeting Minutes
October 13, 2018
Location: Cable Community Center, Cable, Wisconsin

Attendees: All board members were present, including: Mike Kocon, Susan Wiik, Tom Hoff, Don Pankowski, Fred Boetcher, Keith Wilkinson and John Wesolek. Also in attendance: TIOA general manager, Cole Rabska, director of owner services, Cari Hartman, TIOA Legal counsel, Scott Clark. An estimate of 40 owner members was in attendance.

Approval of 2017 Minutes: Minutes of the 2017 meeting were distributed and a motion to accept was made by Mike Rabideaux, second by Jim Pathos; unanimous approval was given.

Meeting Opening: Board president Kocon called the meeting to order at 1:05 p.m. Mr. Kocon welcomed all attendees and gave an overview of key activities and the current state operations of the TIOA. He introduced all board members, staff members GM, Cole Rabska and owner services director, Cari Hartman. He asked Ms. Hartman to confirm that a quorum was established. It was confirmed. TIOA legal counsel, attorney Scott Clark was also introduced and Mike gave a brief review of his role and service to the association over the past year.

Opening Remarks: Mike Kocon reported that the long contested legal ownership issues at Telemark Pointe property were put to rest. A digital slide depicting the Pointe land map was shown denoting the new boundary areas and the shared easement road with Palace View, Inc. (Mr. Short). Attorney Clark discussed how the three Pointe associations are configured (a master Pointe Association and two sub-associations) and how they will operate together in the future. The bottom line is that the TIOA now has its existing condominium buildings free and clear and full option to develop *five* more units (*sites 1 and 3 and the former clubhouse site*) on the property, which is essentially the west-half of the property, *in addition, Palace View quit-claimed all development, real estate and financial claims related to the Christiana Villas giving the TIOA clear ownership of the 1600 unit in Christiana Villa.*

Owner Services Report: Cari Hartman was called upon to provide an update of changes and opportunities related to her role in coordinating owner services. She covered trading procedures and ways to leverage best outcomes with various exchange companies, paying of maintenance fees, use of benefit packages and how to purchase bonus weeks in 2019. *She reported that "Bonus Weeks" remain priced at \$225 while 21-day advance rentals increased \$26 to \$175 for 3 days and \$225 for weekly rentals.*

Presentation of Board Candidates: Kocon called on the two attending candidates, James *Brakken* and John Wesolek to come forward and make a brief presentation their qualifications and interest in serving on the board. Both gave a short talk and Ms. *Wiik* referenced the recent TIOA newsletter with the qualifications of Donna Jenson who could not attend. It was later announced that *Brakken* and Wesolek were elected to serve a three-year term.

General Managers Report: Cole Rabska gave an overview of facility operations using video slides to cover:

1. The demolition and salvage of the Pointe clubhouse. Questions from members about the future use of the salvaged lower level fire place and concrete pad were discussed
2. ADA compliance progress at Christiana *Villas* and the Pointe
3. New marketing strategies using *AirBnb* to attract more transient guests and potentially more members
4. *A moving slide video of our revived web site demonstrating the various features.*

He also asked members to report building amenity needs *and* room maintenance issues as a way to provide continuous improvements to our guest and member lodging experience.

Treasurers Report: Tom Huff gave the treasures report noting that there were no serious financial issues as revenue balances were very stable. He reported that income from maintenance fees were sufficient to cover planned needs, but a 5% increase for 2019 was necessary to cover various unforeseen expenditures that are often incurred during the year, i.e., the demolition of the Pointe clubhouse. He indicated that continuous improvements to the property are a focus of the board.

Kocon thanked Tom for his nine years of service to the board and presented him with a plaque and a “dozen roses” and some real flowers!

Interest for Years presentation/discussion: Kocon used a slide presentation of the elements of a new option for purchasing and changing how members can continue paying forward with fees. The program, passed by board action in July, establishes a purchase and fee payment program whereby one pays their respective fees up front for the next five years and owns their deed for that period. Upon the end of that period a member can continue with another five years or terminate their ownership and the deed returns back to the TIOA. This provision and process is authorized by the State of Wisconsin and called, “*Interest for Years.*” Attorney Clark further explained how the process works and would enable current members to exit out of their deed legally unlike some who use bogus companies and agents who sell exit plans that don’t really get owners out of their deeds. Kocon also said the program should entice new buyers as it offers a way to not lock into a life-long deed program purchase. Mike, Scott and other board members responded to many questions about the program.

The program will be further explained in the up coming newsletter.

Motion to Adjourn: A motion for adjournment by Tom Huff, seconded by Anne ????? was made and unanimously passed to conclude the meeting at 3:48 p. m.

Recorder: John Wesolek

| 2019 Fee Schedule | | | | | | | | | |
|-----------------------------|------------------|--------------------------------------|-------------------------------|---------------------------|---------------------------|-------------------|---------------------------|-------------------|--|
| | | Owners in Good Standing | | | 1 year or less behind in | | | | |
| Unit | In Good standing | 1 year or less behind in maintenance | 2019 Maint Fees (5% increase) | Expected Maintenance Fees | 2019 RE Taxes (No Change) | Expected RE Taxes | Expected Maintenance Fees | Expected RE Taxes | |
| Deluxe A | 114 | 10 | 866.99 | 98,837.21 | 47.65 | 5431.73 | 8,669.93 | 476.47 | 2019 Budget Maintenance Fees 561,730.93 |
| Standard A | 115 | 5 | 667.78 | 76,794.86 | 33.79 | 3885.85 | 3,338.91 | 168.95 | 2019 Budget RE Taxes 28,978.24 |
| Deluxe B | 139 | 8 | 603.22 | 83,847.60 | 29.31 | 4074.09 | 4,825.76 | 234.48 | |
| Standard B | 101 | 5 | 579.36 | 58,515.09 | 27.65 | 2792.45 | 2,896.79 | 138.24 | |
| C - Studio 1600 | 98 | 6 | 480.13 | 47,052.66 | 18.73 | 1835.44 | 2,880.78 | 112.37 | 2019 Budget Bad Debt 18,135.27 |
| Suites | 84 | 5 | 793.69 | 66,669.78 | 42.55 | 3573.96 | 3,968.44 | 212.74 | |
| Tel. Pointe | 4 | 1 | 947.68 | 3,790.72 | 53.25 | 212.99 | 947.68 | 53.25 | |
| | 84 | 2 | 1,147.61 | 96,399.50 | 67.15 | 5640.93 | 2,295.23 | 134.31 | |
| Total | 739 | 42 | 531,907.43 | | | 27,447.44 | 29,823.51 | 1,530.80 | |
| Allowance for Uncollectible | | | | | | | | | |
| | | | | 1% | | | 40% | 40% | |
| Bad Debt | | | 5,319.07 | | | 274.47 | 11,929.40 | 612.32 | Net Maint & RE Fees Collected |
| Net Expected Collections | | | 526,588.35 | | | 27,172.96 | 17,894.10 | 918.48 | |
| Total | | | | | | \$ 553,761.32 | + | \$ 18,812.59 | = |

| 2019 Maint Fees (5% increase) | Expected Maintenance Fees | 2019 RE Taxes (No Change) | Expected RE Taxes | Expected Maintenance Fees | Expected RE Taxes |
|--|---------------------------------|---------------------------------|----------------------|---------------------------------|----------------------|
| 866.99 | 98,837.21 | 47.65 | 5431.73 | 8,669.93 | 476.47 |
| 667.78 | 76,794.86 | 33.79 | 3885.85 | 3,338.91 | 168.95 |
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| 1,147.61 | 96,399.50 | 67.15 | 5640.93 | 2,295.23 | 134.31 |
| 2019 Budget Maintenance Fees | 561,730.93 | 2019 Budget RE Taxes | 28,978.24 | 2019 Budget Bad Debt | 18,135.27 |

| | | | |
|------------|----------|----------|---------|
| 531,907.43 | 27447.44 | 29823.51 | 1530.80 |
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| Category | 1% | 1% | 40% | 40% |
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| Category 3 | 1% | 1% | 40% | 40% |
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| Category 84 | 1% | 1% | 40% | 40% |
| Category 85 | 1% | 1% | 40% | 40% |
| Category 86 | 1% | 1% | 40% | 40% |
| | | | | |

| | | | | | |
|--------------------------|---------------|-----------|-----------|--------------|-----------------|
| Bad Debt | 5,319.07 | 274.47 | 11,929.40 | 612.32 | Fees Collected |
| Net Expected Collections | 526,588.35 | 27,172.96 | 17,894.10 | 918.48 | |
| Total | \$ 553,761.32 | | + | \$ 18,812.59 | = \$ 572,573.90 |

| Billing Insert Fee Schedule | 2019 | | Total 2019 | |
|--------------------------------|---------------|------------------|--------------------------|------|
| | Maint Fees | 2019 RE Taxes | Maint Fees & RE Taxes | |
| A Large | 866.99 | 47.65 | 914.64 | 0.00 |
| A Small | 667.78 | 33.79 | 701.57 | 0.00 |
| B Large | 603.22 | 29.31 | 632.53 | 0.00 |
| B Small | 579.36 | 27.65 | 607.01 | 0.00 |
| C | 480.13 | 18.73 | 498.86 | 0.00 |
| D | 793.69 | 42.55 | 836.24 | 0.00 |
| Suite | 947.68 | 53.25 | 1000.93 | 0.00 |
| Pointe | 1147.61 | 67.15 | 1214.77 | 0.00 |
| Average | 760.81 | 40.01 | 800.82 | |

TELEMARK VACATION CONDOS 2018 ANNUAL OWNERS' MEETING

INTEREST FOR YEARS:

DEED CONVERSION OR PURCHASE PLAN



INTEREST FOR YEARS PLAN

- An opportunity for new people to join the TIOA with a **five year renewable commitment**
- An opportunity for current owners to convert their current **unlimited term** unit week to one that has a five year term of possession

WHY A PLAN NOW?

- Predators (sometimes known as “post card companies” are contacting owners of traditional units offering “deed-back/timeshare resolution” schemes.
- Owners must be entirely current on dues, assessments and taxes for the upcoming year
- Owners are charged \$2,999 - \$6,999 to have the predators take over the deed.

WHY A PLAN NOW

- Predators rent out or deposit the prepaid week, pocketing additional cash.
- Predators list the unit for sale on Ebay
- If the unit doesn't sell, the predators pay no dues and don't transfer the deed, or transfer it to a fictitious LLC (Limited Liability Company) (Viking Ship) that has no human entity and will pay no dues ever! TIOA has at least 314 of these entities on our books.

WHY NOW?

- If the predator doesn't register the deed thus not transferring title from the previous owner to the predator:
- The owner is still on the title and responsible for dues, taxes and assessments and will be placed in collections once unpaid.
- The TIOA receives no dues and has excess inventory that it can only *hope* to rent or sell.

WHAT'S DIFFERENT?

- Currently we own a unit under **classic real estate terms**. We own it until we sell it or leave it to our heirs.
- The **Unit Week Interest for Years** is ours to use for five years. After five years we either purchase another **Unit Week Interest for Years** or leave the TIOA.

WHAT'S THE SAME

- Owners of a **Unit Week Interest For Years** have the same privileges and responsibilities as traditional owners.
- They may:
 - **Stay** in their week at Telemark
 - **Exchange** their week with RCI, DAE, Platinum Interchange, or any other exchange company
 - **Purchase Bonus Weeks** and make 21-day advance rentals.

WHAT'S IT COST?

- The cost is based on current 2019 dues multiplied by 5.5 to account for possible dues increases. If the dues go up more, the buyer/converter saves money, if the go up less then 10%, the TIOA profits.
- Real estate closing costs payable to our real estate broker, the Bayfield County Register of Deeds, and Knight Barry Title.

WHAT'S IT COST?

- Telemark Pointe Unit \$6,311.84
- Deluxe A Unit \$4,826.25
- 1600 Unit \$4,365.24
- Standard A Unit \$3,672.79
- Deluxe B Unit \$3,317.77
- Standard B Unit \$3,186.48
- C (Studio) Unit \$2,640.72

HOW CAN I TAKE PART?

- 1) Contact Cari or Cole
- 2) Receive and carefully read a **State of Wisconsin Timeshare Disclosure Statement**
- 3) Sign an Interest for Years Timeshare Contract
- 4) Sign a (current unit) Timeshare Surrender Contract
- 5) Pay the appropriate fees
- 6) Sign Condominium Deeds conveying your current unit to TIOA and the Interest For 5 Years from the TIOA to you.

QUESTIONS & ANSWERS

- Phone numbers:
- Cole: 715-798-3999 ext. 510
- Cari: 715-798-3999 ext. 522
- Telemark Fax: 715-798-3995

Telemark Pointe Clubhouse Project 2018

















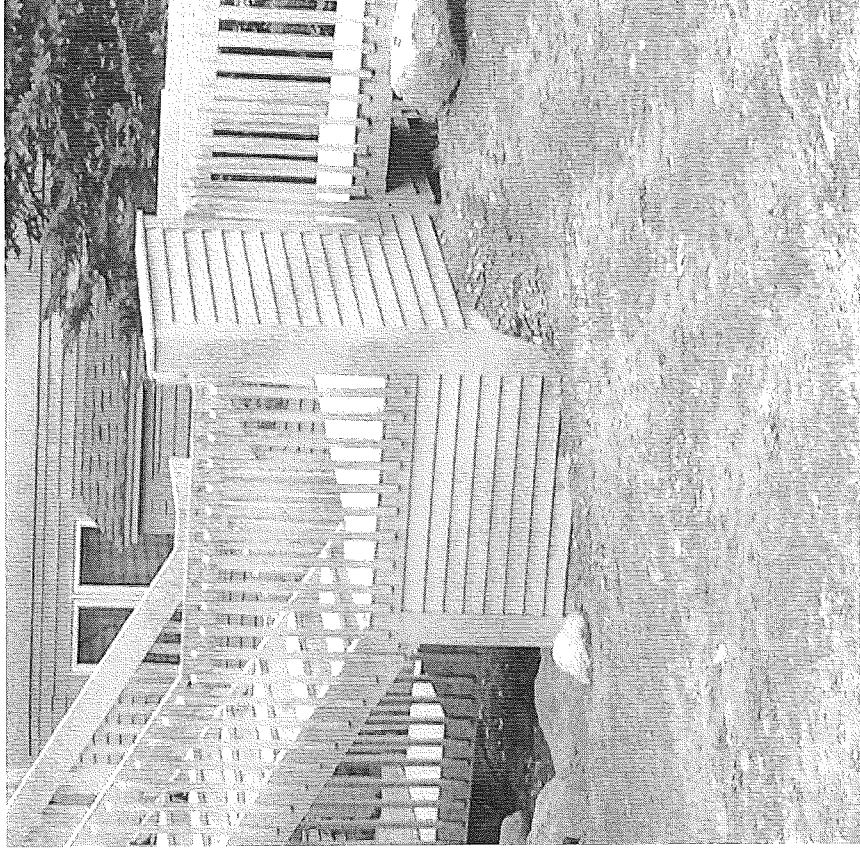


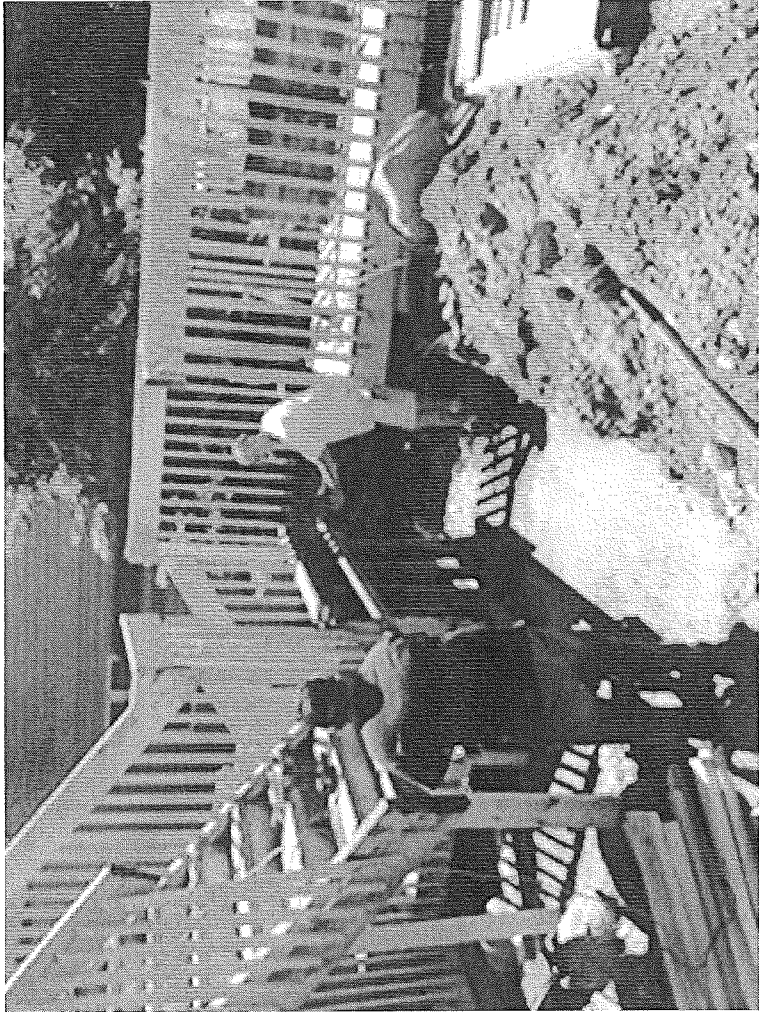






1700 Stair landing rebuild









Palace View
Owns 1/2

Property
Line

ITDA
Owns 1/2

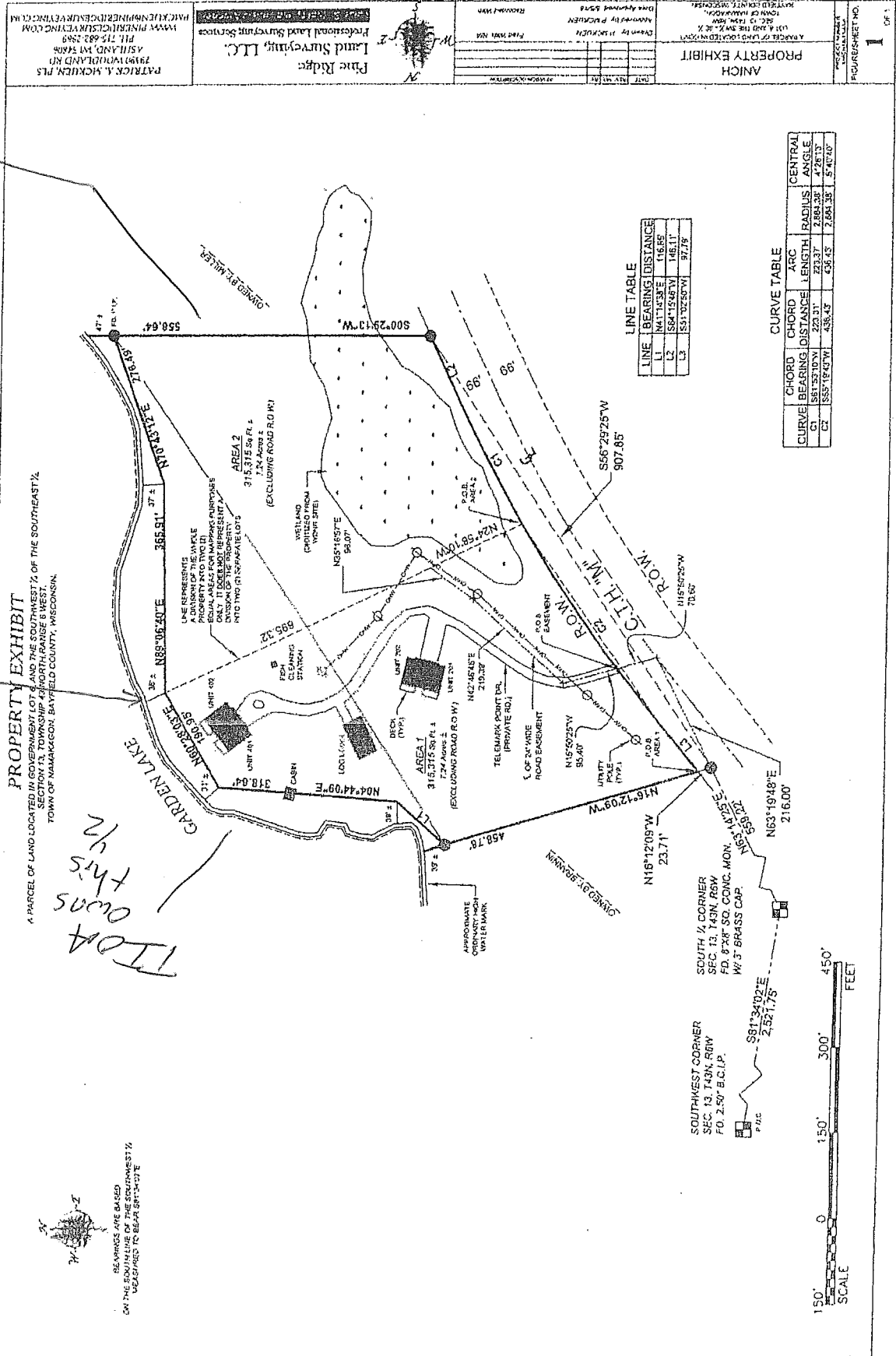


EXHIBIT A

Tekmark Pointe Property Split