

**LAGO VISTA CONDOMINIUM ASSOCIATION, INC.
BUDGET MEETING**

December 4, 2017

The following is a list of those in attendance:

Kevin Mattoni, President, Director
David Lang, Owner - 502/10
Brian Baker, Owner - 702/9,10 & 11 and 703/12
Wanda Wood, Owner - 101/06
Dennis and Anita Sibiski, Owners - 501/28
Ernesto Meri, Guest
Nancy Palilonis, Owner and Guest - 501/19
Miguel Conner, Owner - 301/48
Darrell Kysor, Owner - 403/44
Gregory Cherry, Owner's son - 401/12
Carol Harczak Ficarra, Owner - 305/08, 801/08 & 404/24

The meeting was called to order at 9:58 a.m. by Kevin Mattoni, the President.

Mr. Mattoni announced that a quorum of the Directors was not present.

Mr. Mattoni read the minutes of the previous annual meeting.

Mr. Mattoni held a brief discussion on quorums, both Board and Owners.

Mr. Mattoni read letters he had received from the owners as well as his response to same.

Mr. Mattoni then opened the meeting to Questions from the Owners.

Brian Baker: Asked about mortgages, the deficit, etc.

Kevin Mattoni: Answered his questions in detail.

Wanda Wood: Asked how she could walk away without damage to her credit.

Kevin Mattoni: Explained the deed back program.

Darrell Kysor: Wanted to know why we could not vote now to do away with the timeshare.

Kevin Mattoni: Explained the sunset clause.

David Lang: Asked about the percentages of deedbacks and non-paying owners.

Kevin Mattoni: Currently 50%, 25% deeding back and 25% non-paying.

Wanda Wood: Wanted to know if maintenance fees would continue to rise.

Kevin Mattoni: Answered yes with an explanation.

Darrell Kysor: Asked what the long term rental rates would be.

Kevin Mattoni: \$1200.00 to \$1300.00 unfurnished and \$1500.00 to \$1600.00 furnished'

Gregory Cherry: Wanted a recap of how the long term rentals would be taking their units and also are current owners paying for delinquent owners,

Kevin Mattoni: Answered by explaining that current owners coming to enjoy their weeks at the resort would be placed in units around the pool area and in the units lakeside. With regard to current owners paying for delinquent owners that would be a yes. Kevin went on to explain why.

Wanda Wood: Why are there higher percentages on the budget?

Kevin Mattoni: Explained in detail the need to raise the percentages in many areas.

Gregory Cherry: Wanted to know if the delinquency would continue.

Kevin Mattoni: Yes

Brian Baker: Stated that Lago Vista was not the only older resort within the industry dealing with the same issues.

Kevin Mattoni: Stated that he was correct, explaining that was the reason he was here. He also explained why the resort could not sell units.

Gregory Cherry: Wanted to know why we could not bring in another company?

Kevin Mattoni: There is no interest.

Mr. Mattoni then explained all of the options open to the owners that were current on there accounts.

1. Obtain more units very cheaply
2. Hang on until the end and receive something for their share.
3. Deed back with no repercussions.
4. Move to another property.(resorts willing to take LV owners)

Mr. Mattoni was pleased to announce that the following was being reinstated:

1. The in-house exchange without an exchange fee, based on space available and to be used in the same year.
2. The friends and family rate coming back with an affordable rate.

Wanda Wood: What is in all of this for Lago Vista?

Kevin Mattoni: Nothing but help to the owners.

Brian Baker: Estimated what an owner might get if staying to the end of the timeshare.

Gregory Cherry: Asked Mr. Mattoni what he was getting out of all of this.

Kevin Mattoni: We will get paid. He included a further explanation.

Brian Baker: Stated he wanted more for the owners.

Kevin Mattoni: We will give all we can to our owners.

Nancy Palilonis: Does the Disney property you are looking at use RCI points?

Kevin Mattoni: Not sure but I will find out.

Miguel Connor: Will the reserves pay for new kitchens, etc.

Kevin Mattoni: As needed.

Gregory Cherry: What does it cost to walk away?

Kevin Mattoni: \$295.00

Brian Baker: Is the \$295.00 per week?

Kevin Mattoni: No just \$295.00 and possibly an addition \$55.00 for the additional weeks. And for those wishing to make payments, this can be done with no interest and no late fee, but must be completed within the same year.

There was a question as to how did the resort survive in the past.

Kevin Mattoni: Low staff salaries, management waiving fees, attorney working pro bono.

The budget was then discussed by Kevin Mattoni at length.

Meeting adjourned at 12:15pm.

The meeting was adjourned at 12:15 p.m.

Respectfully submitted,

Kevin Mattoni, President, Director