



August 2018

## ANNUAL MEETING REMINDER

You are invited as an owner of a timeshare interval at Tanglwood Resort Master Association, Inc. to be present or represented by proxy at the Annual Meeting of Owners to be held in the Activities Building at Tanglwood, 9 Crest Drive, Hawley, PA on Saturday, October 27, 2018 at 1:00 p.m. for the following purposes:

1. To elect three (3) Directors for three year terms;
2. To transact such other business as may properly come before the meeting.

Owners in good standing are entitled to vote at the Annual Meeting of Owners and all adjournments thereof. Since a quorum of owners is required to transact business, all owners are urged either to attend the meeting or to be represented by proxy.

If you do not expect to attend the meeting in person, it is vitally important that you mark, sign, date and return the enclosed Proxy/Ballot to reach us no later than October 26, 2018.

If you later find that you can be present or for any other reason desire to revoke your Proxy/Ballot, you may do so at any time before the voting commences.

## Annual Owners' Meeting

Saturday, October 27, 2018

1:00 p.m. in the Activities Building at Tanglwood Resorts  
9 Crest Drive, Hawley, PA  
(570) 226-6161

### Agenda

- I. CALL TO ORDER/ROLL CALL
- II. APPROVAL OF AGENDA
- III. APPROVAL OF PREVIOUS ANNUAL MEETING MINUTES
- IV. PRESIDENT'S REPORT
- V. MANAGEMENT REPORTS
  - A. Resort Update
  - B. Financial Report
- VI. ELECTIONS
  - A. Introduction of Candidates
  - B. Ballot Tabulation
- VII. QUESTIONS AND ANSWERS
- VIII. ADJOURNMENT

## OWNER CLEAN UP AND APPRECIATION WEEKEND

### FRIDAY, OCTOBER 26

Wine and Cheese Social - 7:00 p.m. to 9:00 p.m.  
BYOB and favorite snack.

### SATURDAY, OCTOBER 27

Continental Breakfast - 8:15 a.m.  
Fun Work Assignments - 8:45 a.m.  
Board Meeting - 10:00 a.m.; Annual Meeting - 1:00 p.m.  
Pot Luck Dinner - 6:00 p.m.

Make your favorite dish and join in the fun. Reservations are very limited.  
For more details and availability, please contact Carl Martens at the Resort 570-226-6161.

**INSIDE THIS ISSUE:** Candidate Profiles ■ 2017 Annual Meeting Minutes  
Weeks Calendar ■ Proxy/Ballot

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# Tanglwood Resort Master Association, Inc.

## Candidate Profile

\* Indicates Incumbent

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### \*Neal A. (Rocky) Graziano

Born in Hazleton Pa. Graduated from Hazleton High school and enlisted in the U.S Marine Corps. Neal attained the rank of Master Sgt. And Retired from the Marine Corps after 20 years. During his time in The Marine Corps he was assigned to several Marine Aircraft Duty Stations in the United States. The overseas stations included Okinawa, Japan and two tours in Vietnam as a Crew Chief and aerial Gunner on the CH-34 Helicopters.

Neal returned to Hazleton PA attended Lackawanna College where he received an Associate's Degree in Business Administration. Was hired by Genova PA Inc. Worked as a Supervisor and retired after 23 years. He also took Data Analysis for Marine Corps Headquarters Mag 32 in Buford, SC. System analyst for the 3M System. He is a member of several organizations, to include: The Knights of Columbus, VFW, Sons of Italy, Disabled Vets, and The Marine Corps League, Anthracite Detachment # 428 as the Adjutant/Paymaster.

Neal is married to his wife Patricia who are parents of four children, six grandchildren and nine great grandchildren.

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### \*Edmond G. McCorkle

Address: Sanatoga, PA 19464

Education: B.S. Civil Engineering; Drexel University

Qualifying Experience: I've served as a Board member the past year filling an unexpired term, and have enjoyed the opportunity to be of service to our Association. My Tanglwood weeks are a legacy from my parents, and have been coming to Tanglwood from the early 1980's. I delight in the familiar but also add each year to the catalog of adding additional favorites in the area. We are here most years, and continue to share our love of the resort and surrounding area with our children, friends and now grandchildren.

I am a Civil Engineer, licensed as a Professional Engineer in PA and 3 other states, I work as a consulting civil and environmental engineer, serving both municipal and private clients. My 40+ years of practice includes extensive experience in the design, operation, construction

and maintenance of municipal public works and community water supply and wastewater systems; and site development. I am currently appointed as Engineer for a municipal wastewater authority and a township, serve as Engineer for a private wastewater treatment facility, and serve the needs of a variety of private clients. My work includes working with HOA associations, property managers and municipal clients in asset management of physical plant & infrastructure which seeks to maximize the utility of the infrastructure and minimizing costly emergency repairs.

Objective as Director: To continue to use my talents and professional expertise in dealing with maintenance, operations, and asset management of our resort and its infrastructure.

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### \*David Zukowski

Address: South Dennis, MA 02660

Education: B.B.A. in Accounting, Florida Atlantic University; Passed CPA exam 1996 (Certified Public Accounting; Licensed real estate agent in Florida and Massachusetts)

Qualifying Experience: I have been an owner of timeshare since 1988 at multiple locations. I have worked in banking, law offices and vacation ownership for over 20 years with Marriott, Wyndham and InnSeason Resorts for 15 years. I am the largest point owner with the InnSeason Vacation Club. Currently, I have served on the Tanglwood Resort Board the last 3 years and I also sit on two other Boards for timeshare associations. My experience in the timeshare industry, in construction, and in finance will help the Association in making key decision on the direction of the Resort.

Objectives: To continue to work with the Board of Directors at Tanglwood Resort Association to implement the capital improvements that we have started and continue to resolve any other challenges our resort faces. Help strengthen the resorts' ability to recovery maintenance fees using proactive campaigns to owners to collect fees and help them better understand and use their timeshare intervals. Additionally, we are making progress improving our finances and cost savings on operations.



# Tanglwood Resorts

## Weeks Calendar



WEEK	2018		2019		2020		2021		WEEK
	FRIDAY TO FRIDAY	SATURDAY TO SATURDAY	FRIDAY TO FRIDAY	SATURDAY TO SATURDAY	FRIDAY TO FRIDAY	SATURDAY TO SATURDAY	FRIDAY TO FRIDAY	SATURDAY TO SATURDAY	
1	JAN. 5 – JAN. 12	JAN. 6 – JAN. 13	JAN. 4 – JAN. 11	JAN. 5 – JAN. 12	JAN. 3 – JAN. 10	JAN. 4 – JAN. 11	JAN. 1 – JAN. 8	JAN. 2 – JAN. 9	1
2	JAN. 12 – JAN. 19	JAN. 13 – JAN. 20	JAN. 11 – JAN. 18	JAN. 12 – JAN. 19	JAN. 10 – JAN. 17	JAN. 11 – JAN. 18	JAN. 8 – JAN. 15	JAN. 9 – JAN. 16	2
3	JAN. 19 – JAN. 26	JAN. 20 – JAN. 27	JAN. 18 – JAN. 25	JAN. 19 – JAN. 26	JAN. 17 – JAN. 24	JAN. 18 – JAN. 25	JAN. 15 – JAN. 22	JAN. 16 – JAN. 23	3
4	JAN. 26 – FEB. 2	JAN. 27 – FEB. 3	JAN. 25 – FEB. 1	JAN. 26 – FEB. 2	JAN. 24 – JAN. 31	JAN. 25 – FEB. 1	JAN. 22 – JAN. 29	JAN. 23 – JAN. 30	4
5	FEB. 2 – FEB. 9	FEB. 3 – FEB. 10	FEB. 1 – FEB. 8	FEB. 2 – FEB. 9	JAN. 31 – FEB. 7	FEB. 1 – FEB. 8	JAN. 29 – FEB. 5	JAN. 30 – FEB. 6	5
6	FEB. 9 – FEB. 16	FEB. 10 – FEB. 17	FEB. 8 – FEB. 15	FEB. 9 – FEB. 16	FEB. 7 – FEB. 14	FEB. 8 – FEB. 15	FEB. 5 – FEB. 12	FEB. 6 – FEB. 13	6
7	FEB. 16 – FEB. 23	FEB. 17 – FEB. 24	FEB. 15 – FEB. 22	FEB. 16 – FEB. 23	FEB. 14 – FEB. 21	FEB. 15 – FEB. 22	FEB. 12 – FEB. 19	FEB. 13 – FEB. 20	7
8	FEB. 23 – MAR. 2	FEB. 24 – MAR. 3	FEB. 22 – MAR. 1	FEB. 23 – MAR. 2	FEB. 21 – FEB. 28	FEB. 22 – FEB. 29	FEB. 19 – FEB. 26	FEB. 20 – FEB. 27	8
9	MAR. 2 – MAR. 9	MAR. 3 – MAR. 10	MAR. 1 – MAR. 8	MAR. 2 – MAR. 9	FEB. 28 – MAR. 6	FEB. 29 – MAR. 7	FEB. 26 – MAR. 5	FEB. 27 – MAR. 6	9
10	MAR. 9 – MAR. 16	MAR. 10 – MAR. 17	MAR. 8 – MAR. 15	MAR. 9 – MAR. 16	MAR. 6 – MAR. 13	MAR. 7 – MAR. 14	MAR. 5 – MAR. 12	MAR. 6 – MAR. 13	10
11	MAR. 16 – MAR. 23	MAR. 17 – MAR. 24	MAR. 15 – MAR. 22	MAR. 16 – MAR. 23	MAR. 13 – MAR. 20	MAR. 14 – MAR. 21	MAR. 12 – MAR. 19	MAR. 13 – MAR. 20	11
12	MAR. 23 – MAR. 30	MAR. 24 – MAR. 31	MAR. 22 – MAR. 29	MAR. 23 – MAR. 30	MAR. 20 – MAR. 27	MAR. 21 – MAR. 28	MAR. 19 – MAR. 26	MAR. 20 – MAR. 27	12
13	MAR. 30 – APR. 6	MAR. 31 – APR. 7	MAR. 29 – APR. 5	MAR. 30 – APR. 6	MAR. 27 – APR. 3	MAR. 28 – APR. 4	MAR. 26 – APR. 2	MAR. 27 – APR. 3	13
14	APR. 6 – APR. 13	APR. 7 – APR. 14	APR. 5 – APR. 12	APR. 6 – APR. 13	APR. 3 – APR. 10	APR. 4 – APR. 11	APR. 2 – APR. 9	APR. 3 – APR. 10	14
15	APR. 13 – APR. 20	APR. 14 – APR. 21	APR. 12 – APR. 19	APR. 13 – APR. 20	APR. 10 – APR. 17	APR. 11 – APR. 18	APR. 9 – APR. 16	APR. 10 – APR. 17	15
16	APR. 20 – APR. 27	APR. 21 – APR. 28	APR. 19 – APR. 26	APR. 20 – APR. 27	APR. 17 – APR. 24	APR. 18 – APR. 25	APR. 16 – APR. 23	APR. 17 – APR. 24	16
17	APR. 27 – MAY 4	APR. 28 – MAY 5	APR. 26 – MAY 3	APR. 27 – MAY 4	APR. 24 – MAY 1	APR. 25 – MAY 2	APR. 23 – APR. 30	APR. 24 – MAY 1	17
18	MAY 4 – MAY 11	MAY 5 – MAY 12	MAY 3 – MAY 10	MAY 4 – MAY 11	MAY 1 – MAY 8	MAY 2 – MAY 9	APR. 30 – MAY 7	MAY 1 – MAY 8	18
19	MAY 11 – MAY 18	MAY 12 – MAY 19	MAY 10 – MAY 17	MAY 11 – MAY 18	MAY 8 – MAY 15	MAY 9 – MAY 16	MAY 7 – MAY 14	MAY 8 – MAY 15	19
20	MAY 18 – MAY 25	MAY 19 – MAY 26	MAY 17 – MAY 24	MAY 18 – MAY 25	MAY 15 – MAY 22	MAY 16 – MAY 23	MAY 14 – MAY 21	MAY 15 – MAY 22	20
21	MAY 25 – JUNE 1	MAY 26 – JUNE 2	MAY 24 – MAY 31	MAY 25 – JUNE 1	MAY 22 – MAY 29	MAY 23 – MAY 30	MAY 21 – MAY 28	MAY 22 – MAY 29	21
22	JUNE 1 – JUNE 8	JUNE 2 – JUNE 9	MAY 31 – JUNE 7	JUNE 1 – JUNE 8	MAY 29 – JUNE 5	MAY 30 – JUNE 6	MAY 28 – JUNE 4	MAY 29 – JUNE 5	22
23	JUNE 8 – JUNE 15	JUNE 9 – JUNE 16	JUNE 7 – JUNE 14	JUNE 8 – JUNE 15	JUNE 5 – JUNE 12	JUNE 6 – JUNE 13	JUNE 4 – JUNE 11	JUNE 5 – JUNE 12	23
24	JUNE 15 – JUNE 22	JUNE 16 – JUNE 23	JUNE 14 – JUNE 21	JUNE 15 – JUNE 22	JUNE 12 – JUNE 19	JUNE 13 – JUNE 20	JUNE 11 – JUNE 18	JUNE 12 – JUNE 19	24
25	JUNE 22 – JUNE 29	JUNE 23 – JUNE 30	JUNE 21 – JUNE 28	JUNE 22 – JUNE 29	JUNE 19 – JUNE 26	JUNE 20 – JUNE 27	JUNE 18 – JUNE 25	JUNE 19 – JUNE 26	25
26	JUNE 29 – JULY 6	JUNE 30 – JULY 7	JUNE 28 – JULY 5	JUNE 29 – JULY 6	JUNE 26 – JULY 3	JUNE 27 – JULY 4	JUNE 25 – JULY 2	JUNE 26 – JULY 3	26
27	JULY 6 – JULY 13	JULY 7 – JULY 14	JULY 5 – JULY 12	JULY 6 – JULY 13	JULY 3 – JULY 10	JULY 4 – JULY 11	JULY 2 – JULY 9	JULY 3 – JULY 10	27
28	JULY 13 – JULY 20	JULY 14 – JULY 21	JULY 12 – JULY 19	JULY 13 – JULY 20	JULY 10 – JULY 17	JULY 11 – JULY 18	JULY 9 – JULY 16	JULY 10 – JULY 17	28
29	JULY 20 – JULY 27	JULY 21 – JULY 28	JULY 19 – JULY 26	JULY 20 – JULY 27	JULY 17 – JULY 24	JULY 18 – JULY 25	JULY 16 – JULY 23	JULY 17 – JULY 24	29
30	JULY 27 – AUG. 3	JULY 28 – AUG. 4	JULY 26 – AUG. 2	JULY 27 – AUG. 3	JULY 24 – JULY 31	JULY 25 – AUG. 1	JULY 23 – JULY 30	JULY 24 – JULY 31	30
31	AUG. 3 – AUG. 10	AUG. 4 – AUG. 11	AUG. 2 – AUG. 9	AUG. 3 – AUG. 10	JULY 31 – AUG. 7	AUG. 1 – AUG. 8	JULY 30 – AUG. 6	JULY 31 – AUG. 7	31
32	AUG. 10 – AUG. 17	AUG. 11 – AUG. 18	AUG. 9 – AUG. 16	AUG. 10 – AUG. 17	AUG. 7 – AUG. 14	AUG. 8 – AUG. 15	AUG. 6 – AUG. 13	AUG. 7 – AUG. 14	32
33	AUG. 17 – AUG. 24	AUG. 18 – AUG. 25	AUG. 16 – AUG. 23	AUG. 17 – AUG. 24	AUG. 14 – AUG. 21	AUG. 15 – AUG. 22	AUG. 13 – AUG. 20	AUG. 14 – AUG. 21	33
34	AUG. 24 – AUG. 31	AUG. 25 – SEP. 1	AUG. 23 – AUG. 30	AUG. 24 – AUG. 31	AUG. 21 – AUG. 28	AUG. 22 – AUG. 29	AUG. 20 – AUG. 27	AUG. 21 – AUG. 28	34
35	AUG. 31 – SEP. 7	SEP. 1 – SEP. 8	AUG. 30 – SEP. 6	AUG. 31 – SEP. 7	AUG. 28 – SEP. 4	AUG. 29 – SEP. 5	AUG. 27 – SEP. 3	AUG. 28 – SEP. 4	35
36	SEP. 7 – SEP. 14	SEP. 8 – SEP. 15	SEP. 6 – SEP. 13	SEP. 7 – SEP. 14	SEP. 4 – SEP. 11	SEP. 5 – SEP. 12	SEP. 3 – SEP. 10	SEP. 4 – SEP. 11	36
37	SEP. 14 – SEP. 21	SEP. 15 – SEP. 22	SEP. 13 – SEP. 20	SEP. 14 – SEP. 21	SEP. 11 – SEP. 18	SEP. 12 – SEP. 19	SEP. 10 – SEP. 17	SEP. 11 – SEP. 18	37
38	SEP. 21 – SEP. 28	SEP. 22 – SEP. 29	SEP. 20 – SEP. 27	SEP. 21 – SEP. 28	SEP. 18 – SEP. 25	SEP. 19 – SEP. 26	SEP. 17 – SEP. 24	SEP. 18 – SEP. 25	38
39	SEP. 28 – OCT. 5	SEP. 29 – OCT. 6	SEP. 27 – OCT. 4	SEP. 28 – OCT. 5	SEP. 25 – OCT. 2	SEP. 26 – OCT. 3	SEP. 24 – OCT. 1	SEP. 25 – OCT. 2	39
40	OCT. 5 – OCT. 12	OCT. 6 – OCT. 13	OCT. 4 – OCT. 11	OCT. 5 – OCT. 12	OCT. 2 – OCT. 9	OCT. 3 – OCT. 10	OCT. 1 – OCT. 8	OCT. 2 – OCT. 9	40
41	OCT. 12 – OCT. 19	OCT. 13 – OCT. 20	OCT. 11 – OCT. 18	OCT. 12 – OCT. 19	OCT. 9 – OCT. 16	OCT. 10 – OCT. 17	OCT. 8 – OCT. 15	OCT. 9 – OCT. 16	41
42	OCT. 19 – OCT. 26	OCT. 20 – OCT. 27	OCT. 18 – OCT. 25	OCT. 19 – OCT. 26	OCT. 16 – OCT. 23	OCT. 17 – OCT. 24	OCT. 15 – OCT. 22	OCT. 16 – OCT. 23	42
43	OCT. 26 – NOV. 2	OCT. 27 – NOV. 3	OCT. 25 – NOV. 1	OCT. 26 – NOV. 2	OCT. 23 – OCT. 30	OCT. 24 – OCT. 31	OCT. 22 – OCT. 29	OCT. 23 – OCT. 30	43
44	NOV. 2 – NOV. 9	NOV. 3 – NOV. 10	NOV. 1 – NOV. 8	NOV. 2 – NOV. 9	OCT. 30 – NOV. 6	OCT. 31 – NOV. 7	OCT. 29 – NOV. 5	OCT. 30 – NOV. 6	44
45	NOV. 9 – NOV. 16	NOV. 10 – NOV. 17	NOV. 8 – NOV. 15	NOV. 9 – NOV. 16	NOV. 6 – NOV. 13	NOV. 7 – NOV. 14	NOV. 5 – NOV. 12	NOV. 6 – NOV. 13	45
46	NOV. 16 – NOV. 23	NOV. 17 – NOV. 24	NOV. 15 – NOV. 22	NOV. 16 – NOV. 23	NOV. 13 – NOV. 20	NOV. 14 – NOV. 21	NOV. 12 – NOV. 19	NOV. 13 – NOV. 20	46
47	NOV. 23 – NOV. 30	NOV. 24 – DEC. 1	NOV. 22 – NOV. 29	NOV. 23 – NOV. 30	NOV. 20 – NOV. 27	NOV. 21 – NOV. 28	NOV. 19 – NOV. 26	NOV. 20 – NOV. 27	47
48	NOV. 30 – DEC. 7	DEC. 1 – DEC. 8	NOV. 29 – DEC. 6	NOV. 30 – DEC. 7	NOV. 27 – DEC. 4	NOV. 28 – DEC. 5	NOV. 26 – DEC. 3	NOV. 27 – DEC. 4	48
49	DEC. 7 – DEC. 14	DEC. 8 – DEC. 15	DEC. 6 – DEC. 13	DEC. 7 – DEC. 14	DEC. 4 – DEC. 11	DEC. 5 – DEC. 12	DEC. 3 – DEC. 10	DEC. 4 – DEC. 11	49
50	DEC. 14 – DEC. 21	DEC. 15 – DEC. 22	DEC. 13 – DEC. 20	DEC. 14 – DEC. 21	DEC. 11 – DEC. 18	DEC. 12 – DEC. 19	DEC. 10 – DEC. 17	DEC. 11 – DEC. 18	50
51	DEC. 21 – DEC. 28	DEC. 22 – DEC. 29	DEC. 20 – DEC. 27	DEC. 21 – DEC. 28	DEC. 18 – DEC. 25	DEC. 19 – DEC. 26	DEC. 17 – DEC. 24	DEC. 18 – DEC. 25	51
52	DEC. 28 – JAN. 4	DEC. 29 – JAN. 5	DEC. 27 – JAN. 3	DEC. 28 – JAN. 4	DEC. 25 – JAN. 1	DEC. 26 – JAN. 2	DEC. 24 – DEC. 31	DEC. 25 – JAN. 1	52
53							DEC. 31 – JAN. 7		53

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## TANGLWOOD RESORTS IMPORTANT PHONE NUMBERS

### Tanglwood Resorts

(570) 226-6161  
Fax (570) 226-6579  
E-mail: [ask.us@tanglwoodresorts.com](mailto:ask.us@tanglwoodresorts.com)  
Website: [www.tanglwoodresorts.com](http://www.tanglwoodresorts.com)

### Still Need Assistance

VRI Corporate Services (508) 771-3399  
VRI Fax (508) 775-6396  
VRI Website: [www.vriresorts.com](http://www.vriresorts.com)

### Exchange Information

Interval International (800) 828-8200  
RCI (877) 874-3334  
Trading Places (800) 365-7617

### Vacation Owner Services

Assessment Billing and Collection (570) 226-6161  
Email: [nememberservices@vriresorts.com](mailto:nememberservices@vriresorts.com)

### Reservations

Information and Assistance (800) 228-2968  
Bonus Time (866) 469-8222  
Vacation Tyme® (866) 469-8222

### Board of Directors and Management

Randy Barnes, President  
Christine Jones, Vice President  
David Zukowski, Treasurer  
Patricia Leberman, Secretary  
Edmond McCorkle, Director  
Daniel Flem, Director  
Neal Graziano, Director  
Carl Martens, General Manager  
Virginia Weniger, Director of Resorts/VRI  
Stephen Furrer, Director of Resorts/VRI

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**IF YOU MAY BE UNABLE TO ATTEND THE ANNUAL OWNERS' MEETING, please note your preferences on this Proxy/Ballot and return it to reach us no later than October 26, 2018.**

## **Tanglwood Resort Master Association, Inc. Proxy/Ballot**

*This Proxy/Ballot will be voted according to the instructions indicated below. If you own multiple weeks, only one Proxy/Ballot is required. Please indicate unit/week(s) owned below.*

**PROXY: Solicited on Behalf of the Board of Directors for the Annual Meeting of Owners to be held on October 27, 2018.**

The undersigned hereby appoint(s) (*check only one*):

Christine Jones, Vice President

Other \_\_\_\_\_

to act as Proxy with power to vote for and act on behalf of the undersigned on any business that may properly come before the Annual Meeting of the Owners of Tanglwood Resort Master Association, Inc. to be held in the Activities Building at Tanglwood Resorts, 9 Crest Drive, Hawley, PA on Saturday, October 27, 2018, 1:00 p.m. or any adjournment thereof.

**BALLOT: Vote for no more than three (3) Directors to serve for three (3) year terms.**  
(Profiles listed in Newsletter.)

\* Indicates Incumbent

\*Neal A. (Rocky) Graziano

\*David Zukowski

\*Edmond G. McCorkle

\_\_\_\_\_

Write In

Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
Interval Owner

Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
Interval Co-owner (if applicable)

Please Print Name(s) Legibly: \_\_\_\_\_

Unit/Week Number(s): \_\_\_\_\_

*Please fold and return in enclosed envelope.  
Thank you for your participation!*

**Please complete and mail in time to reach us no later than October 26, 2018.**

**TANGLWOOD RESORT MASTER ASSOCIATION, INC.**

**ANNUAL OWNERS MEETING MINUTES**

**DRAFT**

**Saturday, October 27, 2017**

**I. WELCOME AND INTRODUCTIONS/  
CALL TO ORDER**

Randy Barnes called the meeting to order at 1:14 p.m. and extended a warm welcome to all present. He then introduced the Resort team as well as the Board members. The following were in attendance:

Board of Directors:

Randy Barnes  
Christine Jones  
Patricia Leberman  
Neal Graziano  
Ed McCorkle

Advisor:

Joe Berger

Absent:

Daniel Flem  
David Zukowski

VRI and Resort Management:

Carl Martens, Resort General Manager  
Virginia Weniger, Director of Resorts/VRI

**II. APPROVAL OF AGENDA**

Randy Barnes requested a motion to approve the Agenda.

MOTION: A motion was made to approve the agenda as presented. Motion was seconded and approved unanimously.

**III. APPROVAL OF PREVIOUS ANNUAL MEETING MINUTES**

Randy Barnes requested a motion to approve the 2016 Annual Meeting Minutes.

MOTION: A motion was made to approve the 2016 Annual Meeting Minutes as presented. Motion was seconded and approved unanimously.

**IV. PRESIDENT'S REPORT**

Randy Barnes announced that Joe Berger has retired from the Board. Randy thanked Joe for his years of service on the Board. Joe Berger reviewed his years as Board President, where the resort was and where it is now. He thanked the Board for a great tenure.

Randy Barnes reviewed accomplishments from the past year and explained the septic issues the resort is experiencing at the Lakeside and Golf area. The Board hired a soil expert to come in and inspect both areas before moving forward.

Randy stated that the goals for the upcoming year involves careful spending and improving guest satisfaction. Randy explained that the Board held back on spending due to the septic issues being unknown at this time. Randy expressed that the renovations will continue as spending allows.

**V. MANAGEMENT REPORTS**

**A. Resort Update**

Carl Martens reported the resort retained the RCI Silver Crown award once again for the third year in a row. Carl thanked the staff and stated that a low turnover in staff helps provide for consistent service to the owners and guests.

Carl illustrated a historical spending trend using a graph. He reported on capital improvements completed this past year, which included:

- The Lakeview Building was painted.
- The septic repairs at Golf and Lakeside.
- The completion of the retaining wall at Lakeside.
- Front porch decking replaced on the Lakeside Building.

Carl went on to review the items proposed for 2018 which include:

- Various safety and small maintenance projects to be completed by in-house staff.
- The purchase of 32 new couches and occasional chairs for various units throughout the resort.
- Septic at Golf and Lakeside.

## B. Financial Update

Virginia Weniger distributed and reviewed an income statement for month ending September 2017.

Virginia reported on the following:

- Income is up due to Rental Income and collection of Bad Debt.
- Payroll is down due primarily to Worker's Comp and Administration payroll.
- Operating is down primarily due to decrease in utilities.
- Administrative is down due to the decrease in management fees.
- Reserves is on target with planned budget.

Year-end financial position should be at break even or possibly a small operating overage. Should there be an overage it will be moved to Reserves.

Virginia explained that the delinquency percentage is up over last year and reviewed steps that are being taken to help keep owners current and paying.

Virginia reviewed the Income Expense projections for the 2018 Operating Budget. Owners thanked management, the Board and the Resort staff for their careful spending, looking at new contracts to save the owners money, staying within budget and addressing what is needed at the resort.

## VI. ELECTIONS

### A. Introduction of Candidates

Virginia Weniger introduced the slate of candidates for the Board of Directors and explained that three seats are up for election. The slate is incumbent Durand (Randy) Barnes, incumbent Daniel Flem, incumbent Patricia Leberman and Thomas Wagner, CFP.

Virginia Weniger stated that Vice President Christine Jones would serve as election monitor along with Mary Tecce who volunteered from the audience to assist.

### B. Ballot Tabulation

Upon it being determined that there were no further nominations from the floor, it was unanimously voted to close nominations and proceed to elections.

Voting ensued and, after a brief recess, it was announced that Randy Barnes, Daniel Flem and Patricia Leberman were reelected to three-year terms.

Randy Barnes reviewed the voting results as follows:

Candidate	Ballots
Randy Barnes	155
Daniel Flem	143
Patricia Leberman	156
Thomas Wagner, CFP	30

## VII. QUESTIONS AND ANSWERS

Randy Barnes opened the floor to questions and comments. Many owners complimented the Board and management. Many questions were asked and answered by the Board. One owner requested that the Board meetings dates be posted on the website for the year, Randy Barnes stated he would have management update accordingly.

## VIII. ADJOURNMENT

MOTION: Being no further business, a motion was made to adjourn the meeting at 2:47 p.m. Motion was seconded and approved unanimously.

