

PRESIDENT'S UP-DATE

Windjammer Annual Meeting - November 09, 2010

Dear fellow members of the Board of Directors, Diane Boutin our Association Secretary, our Chairperson for this meeting Ken Direktor of the law firm of Becker & Poliakoff and fellow owners.

Welcome to this 29th Annual Meeting of the Membership of the Windjammer Condominium Association of Lauderdale by-the-Sea, Fl, Inc.

I regret that I am not able to attend our meeting today as I am still recovering from my shoulder replacement surgery. I have served as President for many years and I believe this is the only Annual Meeting I have missed in all my years of service. I will miss being there with you.

I wanted us all to reflect on the fact that the Windjammer has been operating as a timeshare Association for 30 years. It has always delivered quality to its owners and is a shining example of timesharing at its best. Management has brought to my attention that now, a third generation of Windjammer owners, the grandchildren of our owner families, are now vacationing at Windjammer. This is truly how timesharing was envisioned, as a way to share time with family in their own vacation home.

It is with regret but with sincere well wishes that I must announce our manager for the last 15 years, Diane Boutin, has retired from her managerial position at the Windjammer. Diane, if anyone deserves a great retirement, it's certainly you because we all know how many hours a week you put in and we know its 30 years' worth. We wish you happy travels.

I think I speak for the Board when we express our sincerest gratitude and thanks to Diane for all her years of superb management being at the helm of the Windjammer. Diane, you have worked tirelessly to ensure that our owners and guests always have a great experience while in-house. Believe me when I tell you that your dedication and managerial skills have not gone unnoticed, but rather, they have been greatly appreciated and you will be missed.

It's been another busy year at the Windjammer both in capital improvements and in administrative issues. Our Board met on July 30, 2010 to tackle two unpleasant issues, delinquencies and rising maintenance fees in a weak economy.

The Board voted unanimously to re-publish the existing collection and late payment policies as a reminder to owners that payment of maintenance fees must be made when due.

In an effort to reduce the maintenance fees, the Board voted and approved the charging of a 3% administrative fee if owners choose to pay their maintenance by credit card. This one measure has enabled us to reduce the 2011 maintenance fee by over 8.00 per unit week.

The Board also approved to bring the re-sales of the Association owned unit weeks in-house and allow management to broker the sales. Management is also putting together a marketing program to target our rental guests in order to drive sales for owners who might wish to sell their weeks.

Numerous projects and changes occurred this year. The following are some of the more notable events of 2010.

- In January, February and March it was all coats, hats and scarves at the Windjammer as South Florida fell victim to the longest running cold spell that I can remember. Not to worry though, Diane was there with plenty of space heaters and blankets.
- In March, Diane's brother John was hired as the Association's Licensed Community Association Manager. Welcome John, we expect great things from you and be forewarned that your sister has set the bar quite high.
- Alexandra Rodriguez has been with the Windjammer for over 5 years as the front desk manager. Alex was promoted to Departmental Manager of the Front Desk, Housekeeping and Maintenance. The operations of these three departments overlap and are crucial to guest enhancement and proper Resort operations. I've received reports from John that Alex has excelled in achieving the goal of having them work as one. Thank you Alex, well done.
- The Association converted it's dated financial and reservation software and system to a combination of Triton Timeshare Software and QuickBooks Accounting Software. Reviews from management and Ron Martin our CPA have been glowing.
- John and his team have made vast improvements to the Association website as well as our exposure on the world wide web. By doing so, we anticipate a much stronger demand in our rentals which help off set the carrying costs of the delinquencies and aid our owners in paying their maintenance fees. They have also been able to greatly reduce the paper and postage costs of doing the Associations business. Sending out material by mail is now the exception instead of the rule.

On to grounds and unit maintenance items:

- On our South side, three large palm trees that had gotten too tall to be next to the building we successfully relocated to the parking lot. The result is safety and better Ocean views.
- We installed a new hedge between the South building and the South pool.
- Units 9, 10, 14 and 15 had their kitchens remodeled.
- Units 3 through 8 went through a large makeover and now have real wood ceilings that are painted white and have new pastel colors.
- Unit 208 has been upgraded with new flooring, a new color scheme and a new couch called a Lofa sofa. This couch is being tested as a solution to more comfortable seating in the units while still being a very comfortable sleeper. There is a second one on property and I believe that one is in Unit 4. If they hold up and we get good reviews, more will follow.
- New white wicker patio chairs have been placed all over the property and are both comfortable and look great.

This year the Windjammer was scheduled to be painted and a new jade colored awning for the front. The painting project was completed in September and the awning is being installed tomorrow. The buildings reflect the colors of sunrise and sunset, a creamy soft yellow with coral accents. The buildings look great and are a real enhancement to El Mar Drive.

We look forward to a great 2011 for Windjammer and its owners and guests.

In closing, I wanted to acknowledge and thank our hardworking housekeeping and maintenance staff. Again this year and for the 7th year in a row, the Windjammer was awarded the White Glove award from Superior Small Lodging scoring an amazing 99% on the inspection report. Super job to all the staff. Thank you.

Until next year,

Ronald Schweighardt