

***THE FLAGSHIP CONDOMINIUM (INTERVAL) ASSOCIATION, INC.***

***NOTICE OF ANNUAL MEETING 2022***

**TO: ALL UNIT OWNERS AND INTERVAL OWNERS**

PLEASE TAKE NOTICE that the Annual Meeting of The Flagship Condominium (Interval) Association, Inc. will be held **online** on Wednesday, June 22, 2022 at 7:00 p.m. via **Zoom** Meetings, Meeting ID: **983 185 2492**, **<https://zoom.us/>** for purposes of an annual members meeting. The agenda will include nomination and election of two (2) Trustees from among Interval or Condo Owners, and such other business of the membership as may come before the meeting may be conducted. Participation by all unit and interval owners eligible to vote is necessary to establish a quorum to conduct the meeting and transact business. Once on the website, in the top right-hand side, click “**Join a Meeting**”. Or Call in # **1 646 558 8656 (NY)**. The Package for the meeting can be found online at [www.fantsearesorts.com](http://www.fantsearesorts.com) > Owner Information when posted.

**Formal action may be taken at any regular, special or rescheduled meeting.**

Minutes of the 2021 Annual Meeting of The Flagship Condominium (Interval) Association, Inc, and any duly held meeting of the Board of Directors are available for inspection by all members of The Flagship Condominium (Interval) Association, Inc. during business hours at the executive offices of the Association.

This notice supersedes all prior notices published by The Flagship Condominium (Interval) Association, Inc.

BOARD OF DIRECTORS  
FLAGSHIP CONDOMINIUM ASSOCIATION, INC.

Dated: May 20, 2022

## AGENDA

### FLAGSHIP CONDOMINIUM (INTERVAL) ASSOCIATION, INC.

#### ANNUAL MEETING OF THE MEMBERSHIP

Wednesday, June 22, 2022

7:00 P.M.

- I. OPEN MEETING ANNOUNCEMENT/PUBLICATION OF NOTICE – Sharon W.
- II. PARLIAMENTARY PROCEDURES – Hueston/Chris (Zoom Decorum)
- III. WAIVER OF READING AND APPROVAL OF MINUTES OF 2021 ANNUAL MEETING -Sharon W.
- IV. ANNOUNCEMENT OF ELECTION RESULTS - Hueston
- V. 2022 BUDGET PRESENTATION - Chris
- VI. REPORTS OF:
  - a. Property Manager – Roxanne P.
  - b. Design- Nicole
  - c. Owner Services – Mark C.
  - d. Officers – Any Board Member
- VII. GENERAL DISCUSSION/OLD AND NEW BUSINESS/QUESTIONS – Sharon W.
- VIII. ADJOURNMENT

**PARLIAMENTARY PROCEDURE**  
**FLAGSHIP CONDOMINIUM ASSOCIATION, INC.**  
**ANNUAL MEETING**

**June, 2022**

---

1. There are no questions on the agenda of this annual meeting which require a vote of the membership other than the election of Trustees.
2. At this annual meeting the chair will take questions from the members under old/new business and allow debate limited to 10 minutes per question. Any members wishing to speak or debate the question may do so, without interruption from others, but only if he or she conducts himself or herself in an orderly fashion and is not abusive to the chair, members of the Board or owners present. Otherwise, the chair will declare the guest out of order.
3. The chair will limit the length of speeches and allow each member to speak only once on each question.
4. Formal motions, seconds and/or amendments are not necessary.
5. Following the debate the chair will close the debate, "restate" the question and put the question to a non-binding vote of the members present by a show of hands. The purpose of the non-binding vote will be solely to obtain the consensus of the members assembled whether or not the Board should consider the proposed question more fully at a subsequent regular open meeting of the Board.

6. If the consensus is that Board considers the proposed question more fully, the Board will report its action or inaction on the proposed question and its reasoning at the next annual meeting, or the Board may put the proposed question to a formal vote of the full membership on the agenda of the next annual meeting.
7. A binding vote on any questions raised by the membership at this annual meeting requires notice of the question to all members and a membership vote of the majority in person or by proxy at a duly noticed meeting of the membership.
8. The Board considers that the above procedure is fair and time efficient and it applies the basics of parliamentary procedure for running a meeting.



FLAGSHIP CONDOMINIUM OWNERS ASSOCIATION  
ANNUAL GENERAL ASSEMBLY MEETING  
June 23, 2021, at 7:00 p.m.  
Teleconference via Zoom: 1-646-558-8658, Meeting ID: 983 185 2492

Attendees: The list of 117 attendees is on record with management at the Flagship, 60 North Maine Avenue, Atlantic City, NJ 08401.

Sharon Wilson opened the meeting, welcomed everyone on Zoom, and announced that notice of this meeting has been published in the STAR LEDGER and ATLANTIC CITY PRESS in accordance with the Open Meetings Act. Notification of the Annual meeting was sent to all owners on May 20, 2021.

Sharon Wilson asked to waive the reading and approval of the minutes of September 16, 2020. The minutes were approved by motion made by Teresa Dent and was seconded unanimously.

### **Financial Report by Chris Ibone**

Summary of key contributors to dues and budgeting:

- . Reserve Contributions – How much contribution the independent reserve study calls for renovations in a given year. The Operating Fund for 2020 has \$3,698,000 and the combined Reserve Fund has \$5,234,000. Although 2020 was challenging, with PPP help and managing spending, we limited the impact of closure/occupancy restrictions, etc. Maintaining surpluses in the funds are for emergencies significant renovations/enhancements, and can help quell some of the costs away from owners.
- . Property Taxes – No control other than to appeal for 78 units on the Association's behalf.
- . Bad Debt – This is the uncollectible dues from owners and has increased. Maintenance fees increased by 1.5% in 2021 compared to 2.5% for 2020 and 2.5% for 2019. The industry average is a rate increase of 5%. Bad debt expense was increased to account for a percentage of unpaid dues.
- . Budgeting – It is common practice to budget a non-profit association, such as the FSCOA to a break even or \$0 surplus or deficit.

The financial statements are available for owners.

### **Election Results by Robert Hueston, Esq.**

Two board positions are open for election. Since the only candidates were the two uncontested incumbents, Roxanne Passarella and Frances McDonald, the incumbents retained their position, a motion by acclamation. Motion was made to accept the two incumbent candidates by Kim Sharp and was seconded by Taketa Roth.

### **Property Management Report by Kim D'Agostino**

- . The first round of guests stayed on the 23<sup>rd</sup> Floor in March and 24<sup>th</sup> floor in May. The floor renovations have been a great hit with all owners. The floors cannot be requested and are assigned exclusively at the time of check in to ensure all owners have the same access to the experience. The newest highlight is that all new renovations will have in room safes vinyl flooring.
- . The restaurant remains strong in take out and has begun the weekend buffet and in door seating with reservations only starting on Memorial Day weekend. Sixty is planned to be open in mid-July.
- . The resort is fully staffed in the maintenance department, is training with the last seasonal reps in Front services and continues to seek applicants for housekeeping services.
- . Governor Murphy recommends that all non-vaccinated guests continue to social distance and suggest mask wearing in doors. We remain with a restriction limited to the pool only for COVID at this time.
- . We had a successful Maintenance PMI season in April and are planning our upcoming 2021-2022 PMI season.
- . Starting on 1/1/22 we will begin hosting the Owner Events monthly again. The details will be posted to the website and emailed as well as published on all social outlets.
- . Please check out the website for ongoing announcements. We encourage all owners to review the website at [www.fantasearesorts.com](http://www.fantasearesorts.com) monthly to see all events, happenings, and announcements.



June 23, 2021

Page 2

. Fun zone: In keeping in line with the Governor Murphy's lead regarding school closures, we opted to close the fun zone and use this opportunity to do a full renovation in the area. The Fun zone will be moved to the ground floor and when reopens in Jan 2022 will be a multipurpose room with nightly movies as well as activities. As we continue to strive for a greener experience globally, If you are not receiving our emails please email us at [contact@60north.net](mailto:contact@60north.net) with your name phone number mailing address, contract number and preferred email address so that we can update your file and have your information loaded to our mailings list.

### **Interval Timeshare Report by Mark Connelly**

Last year, despite the pandemic, Flagship Owners booked 1667 Owner Weeks and Split Weeks along with 5430 Owner Rate reservations. In addition, Flagship owners deposited 6989 weeks for 2020. This is an all-time high and comes as no surprise as many owners chose to postpone their travel last year and save their week with future use through the exchange companies.

As of May 6, 2021, FantaSea Resorts has contracted with a professional call center in Omaha, NE to provide Customer Care services to our owners and guests. With ever increasing call volume and owner demand, it became apparent that the resources needed, both human and technological, exceeded our immediate abilities. This difficult decision was made in order to provide our owners and customers the best service possible.

All 800 numbers as well as "option 2" on the local number have been transferred to our NEW Customer Care call center. Representatives have been trained to provide all the same services you've come to expect. They can book you weeks and split weeks, make owner rate reservations, deposit your week or points with the exchange companies as well as process maintenance fee and mortgage payments.

As with any change, growing pains were and are to be expected. We have experienced an unprecedented surge in call volume with the Covid restrictions being lifted and people looking to travel and vacation again. While we recognize you may be experiencing longer than usual hold times, we are working to minimize the service delays and interruptions and we appreciate your patience and cooperation.

Online booking of owner weeks and owner rates is also available 24/7 through the Owner Portal via [fantasearesorts.com](http://fantasearesorts.com). We continue to work with our software developer to bring new features and enhancements to the Portal. We recently added the ability to cancel reservations online as well as implemented a "contact us" feature for reservation, maintenance fee and mortgage questions as well as general inquiries. Deposit requests and split weeks are next on the wish list.

### **Construction and Design by Will Shockey**

Renovations for floors 23 and 24 are complete. We are getting ready to place orders and are working on premium one-bedroom units to be ready by Labor Day.

### **Owner Comments**

An overview of 20 questions and concerns were applicable to the following categories. Percentages reflect the comments within each category. Concerns addressed by specific manager(s) and officers.

. Communication	25%	K. D'Agostino, M. Connolly, F. McDonald, C. Ibone
. Timeshare/RCI	25%	R. Passarella, K. D'Agostino, M. Connolly
. Maintenance Cleaning and Service	20%	R. Passarella, K. D'Agostino, F. McDonald
. Renovations	10%	K. D'Agostino
. Financial/Fees/Management/Legal	10%	R. Passarella, K. D'Agostino, F. McDonald
. Software/Website	10%	K. D'Agostino, M. Connolly

Names of owners with comments are on file with management. Best efforts to obtain correct names are also in minutes recorded by Agatha Stratourides.

Flagship COA Annual General Assembly Meeting

June 23, 2021

Page 3

Sharon Wilson thanked the owners for attending this meeting, thanked management for addressing everyone's concerns, and requested a motion to adjourn the meeting. The motion to adjourn was approved unanimously.

There being no other business, this Annual meeting of the Flagship Condominium Owners adjourned at 9:24 p.m.

I hereby certify the foregoing minutes of the COA Annual General Assembly meeting were approved and duly adopted by the Board

on (date): \_\_\_\_\_

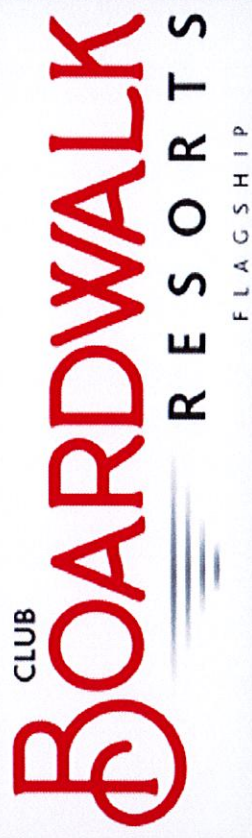
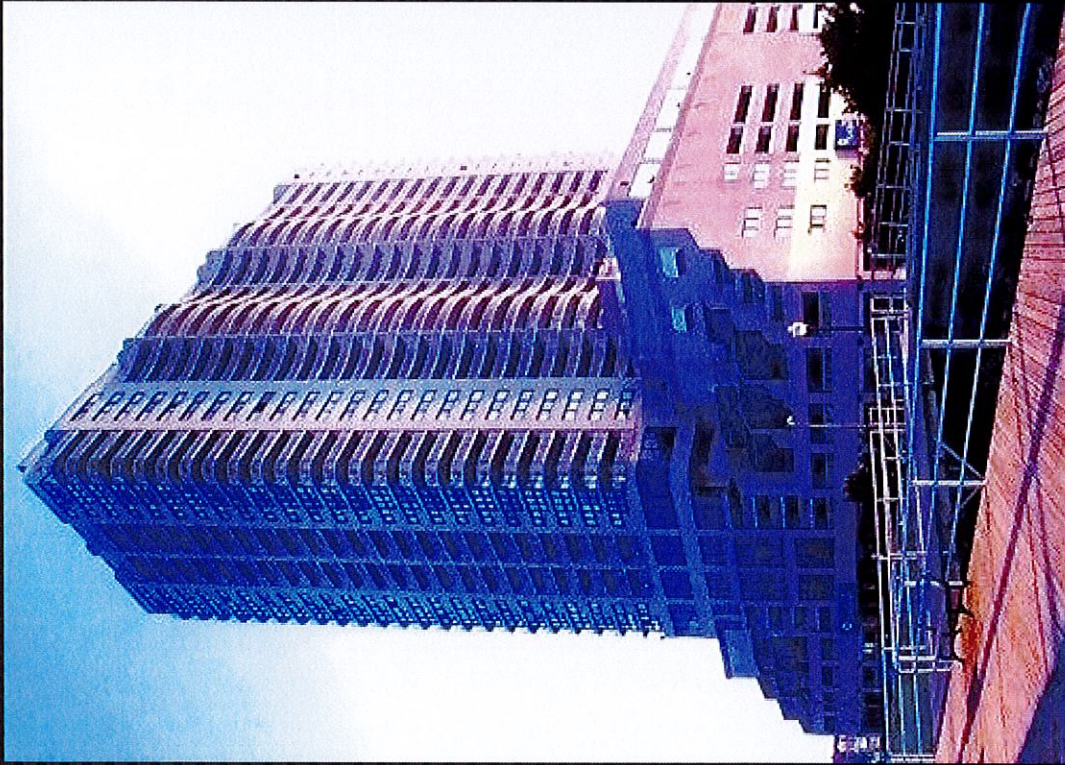
by: \_\_\_\_\_ or \_\_\_\_\_  
Ryan Sherman, Secretary (Officer)



WELCOME OWNERS!

FLAGSHIP CONDOMINIUM ASSOCIATION

JUNE 22, 2022 ANNUAL MEETING





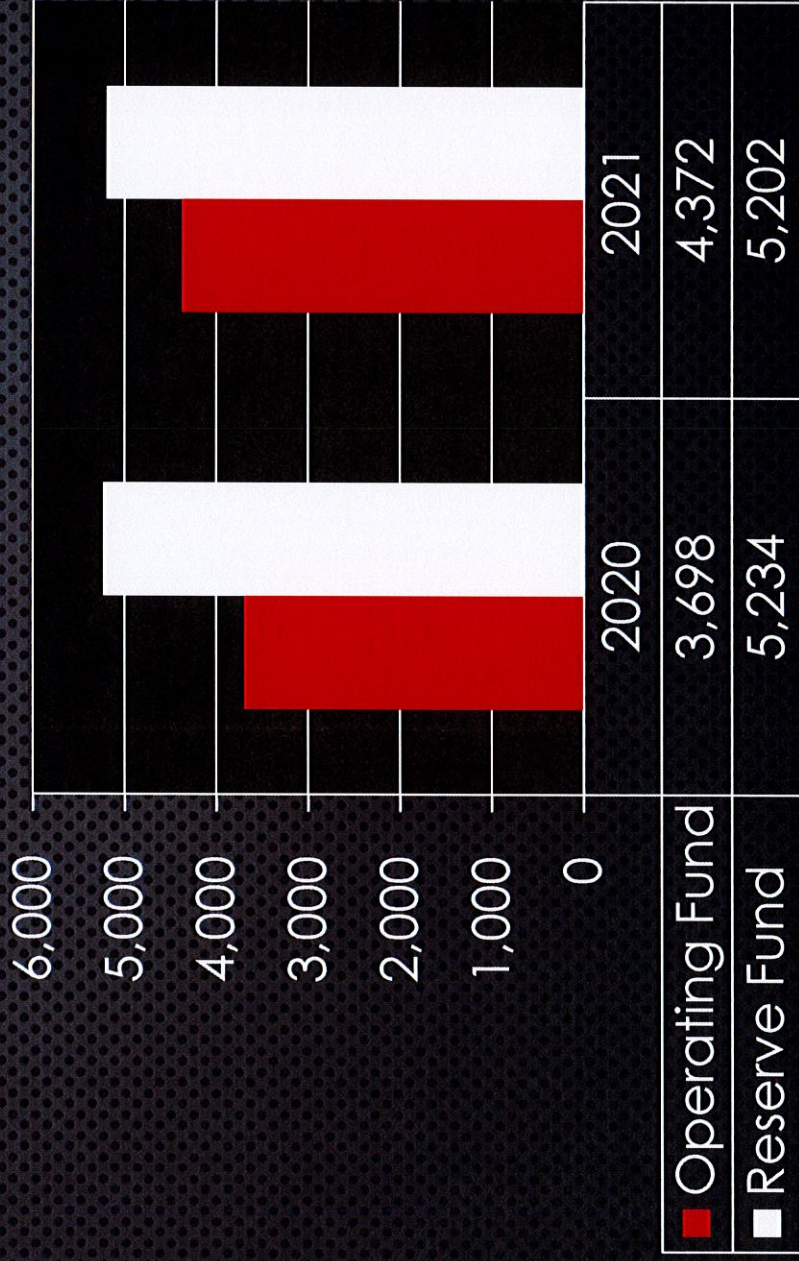
# LARGEST CONTRIBUTORS TO DUES

- RESERVE CONTRIBUTIONS – HOW MUCH CONTRIBUTION IN DOLLARS DOES THE INDEPENDENT RESERVE STUDY CALL FOR RENOVATIONS IN A GIVEN YEAR
- PROPERTY TAXES – CITY/STATE/LOCAL DETERMINES THE TAX RATE WHICH GETS APPLIED TO THE EVALUATION OF THE REAL ESTATE – HAVE NO CONTROL OTHER THAN TO APPEAL ON THE ASSOCIATION'S BEHALF IF IMPACTFUL
- BAD DEBT EXPENSE – EXPENSE TO RESERVE WHAT IS ESTIMATED TO BE UNCOLLECTIBLE IN DUES IN A GIVEN YEAR
- OTHER FACTORS – PROJECTED REVENUES/SALARIES AND RELATED EXPENSES/ OPERATING EXPENSES, INSURANCE, ETC..

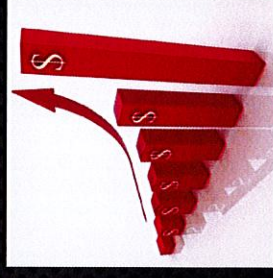


# 2021 STATE OF FSCOA

\*Numbers are represented in the "thousands" (IE- 1,000 = 1 million All representative of Dollar Amounts



■ Operating Fund



Since 2013 the Association has experienced small and steady growth. Currently the FSCOA sits with a \$4,372,000 surplus in the Operating Fund and a \$5,202,000 surplus in the combined Reserve Fund. Still with some Pandemic impact in 2021, it was a solid bounce-back year. These surpluses in the funds are good to have for emergencies, diverting expense from the owner, and significant renovations/enhancements.



# GENERAL BUDGETING PROCESS

- WE BEGIN WITH \$0 EXPENSES ACROSS THE BOARD IN ALL DEPARTMENTS. WE HOLD MEETINGS TO DISCUSS WHAT IS NECESSARY FOR OPERATING SAID DEPARTMENTS, AND TRANSLATE THAT INTO A BUDGET, WHILE LOOKING FOR AREAS OF SAVINGS ALONG THE WAY.
- WE FOLLOW ALL FINANCIAL PROTOCOL WHEN IT COMES TO BUDGETING FOR OUR CAPITAL RESERVES, AS OUR CONTRIBUTIONS ALWAYS FOLLOW MINIMALLY WHAT THE INDEPENDENT THIRD-PARTY RESERVE STUDY CALLS FOR.
- IT IS GOOD AND COMMON PRACTICE TO ALWAYS BUDGET A NON-PROFIT ASSOCIATION SUCH AS FSCOA TO A BREAK EVEN OR \$0 SURPLUS OR DEFICIT. THE PICTURE IS CLEARER AND MORE EFFECTIVE WHEN YOU DO SO (NON FOR PROFIT/SELF-SUSTAINING).



# 2022 MAINTENANCE FEE GRID

## Flagship Condominium Association, Inc. Maintenance Fee Schedule For Interval Units

### -- Unit Summary --

### For the year ended December 31, 2022

Unit Summary - Annual Ownership - 412 Units

Unit Type	Total Maintenance	Real Estate Taxes	Total Reserves	Total 2022 Billing
Jr. Studio	\$562.18	\$75.57	\$60.65	\$698.40
Studio	632.42	85.01	68.23	785.66
One-bedroom	758.88	102.01	81.87	942.76
Two-bedroom	835.72	112.34	90.16	1,038.22

For the year 2022 Maintenance Fees have increased 2.50% across all unit types from 2021. Last year's increase was 1.50% from 2020 to 2021, and 2.50% the year prior. The average Maintenance Fee is 845.60 for 2022 versus 824.76 for 2021. (An average increase of \$20.85/interval) The average increase percentage has been 2.40% over the last 5 years, vs. 5.54% the previous 5 years.

\*Per ARDA (American Resort Development Association) Industry Average Maintenance Fees Across the U.S. territories are roughly \$1000.00 per interval week (2019 data). Based on the unit type/weeks split for FSCOA, your average MF is \$845.60. ARDA also goes on to say that industry rate increases are on average 5% per year since 2019, this year your increase is a half of that average or 2.50%.



# SIGNIFICANT DRIVERS OF THE 2022 BUDGET

- PROPERTY TAX EXPENSE WAS INCREASED VERY MINIMALLY BASED ON THE NEW REAL ESTATE EVALUATION INCREASE OF ABOUT \$8M, AND THE TAX RATE EXPECTED TO REMAIN RELATIVELY FLAT.
- ALL LIABILITY INSURANCES AND PROPERTY INSURANCES WERE INCREASED BASED ON MARKET RATES/REGULATION BY 10-18%. SINCE 2000, THE NUMBER OF "CATASTROPHIC EVENTS" SUCH AS FIRES, TORNADOES, SEVER STORMS, ETC... HAS INCREASED DRASTICALLY WHICH IS DRIVING PARTICULARLY PROPERTY HIGH BASED ON THE MARKET EVALUATIONS.
- HOTEL REVENUE DECREASED BASED ON 2021'S ACTUALS, AS WE LOST ANY REAL ESTIMATE ON 2020, BUT 2021 ALSO LAGGED BEHIND OUR 2019 PROJECTIONS.
- RESERVE CONTRIBUTIONS WERE INCREASED BASED ON THE THIRD PARTY INDEPENDENT STUDIES.
- BAD DEBT EXPENSE WAS INCREASED TO ACCOUNT FOR CERTAIN PERCENTAGES OF UNPAID DUES.
- SLIGHT DECREASES IN PAYROLL, ACROSS VARIETY OF DEPARTMENTS, BY LAW MINIMUM WAGE INCREASES, BUT ADDED ATTRITION LESSENNED THE IMPACT AS A RESULT OF A TOUGHER HIRING MARKET.
- ALL OTHER AREAS OF THE BUDGET WERE KEPT RELATIVELY FLAT AND DO NOT SIGNIFICANTLY IMPACT THE BUDGET, OR ITS FINAL BREAK EVEN NUMBER OF \$0



# FINANCIAL CLOSING

- AS DEMONSTRATED WITH THE VARIOUS POINTS THE FLAGSHIP CONDOMINIUM ASSOCIATION IS IN A RELATIVELY GOOD STATE CONSIDERING THE IMPACT OF THE PANDEMIC, ETC... WE STRIVE TO KEEP THE ASSOCIATION AS HEALTHY AS POSSIBLE AS IT IS VITAL TO ITS SUSTAINABILITY WHEN UNEXPECTED/UNCONTROLLABLE EVENTS CAN OCCUR (IE. EMERGENCY RENOVATIONS/DAMAGE TO ROOMS, UNANTICIPATED HIKES IN PROPERTY TAXES, ETC..) MAINTAINING SURPLUSES IN THE FUNDS CAN QUELL SOME OF THOSE COSTS, AND DIVERT THE COST POTENTIALLY AWAY FROM THE OWNERS
- FULFILLMENT OF ALL OWNERS TO PAYING THEIR DUES NOT ONLY HELPS THE HEALTH OF THE ASSOCIATION (BAD DEBT RESERVES) BUT HELPS (YOU) THAT DUES PAYING OWNER FROM FOOTING THE BILL OF THE NON-PAYING OWNER
- ANY ITEMS DISCUSSED ARE BASED ON THE AUDITED 2021 FINANCIALS AND 2022 FINAL BUDGET. THOSE ARE AVAILABLE UPON REQUEST BY EMAILING

[CHRISI@60NORTH.NET](mailto:CHRISI@60NORTH.NET)



WE ARE BACK!





THE NEW STANDARD





THE NEW STANDARD





THE NEW STANDARD





THE NEW STANDARD

