



Village Center (Lone Peak Center) Owner's Association
Quarterly Board Meeting Minutes
September 19th, 2024
10:00 AM MST – Village Center Board Room/Microsoft Teams

Board Members Present: Courtney Jones
Board Members on Teams: Suzanne Schreiner (386), Trever McSpadden (282)
Owners Present: N/A
Owners on Teams: Raymond Woshner (374), John Loomis (377), Tim Stanke (292 - B, C, F & G, 391 & 480), Loren & Jan Ness (280), Laura Maiocco (283), Jennifer Waters Howells (275), Linda Abrahamson (479)
Others Present: Michelle Frederick, John Proksa, Zander Fogg, Jennifer Rice
Others on Teams: Ashley Brown

Call to Order

Courtney Jones called the meeting to order at 10:00 AM MST.

March Quarterly Board Meeting Minutes

Suzanne Schreiner makes a motion to approve the June quarterly meeting minutes. Trever McSpadden seconds the motion. The motion is approved unanimously.

Management Report

Revenue Strategy – *presented by Zander Fogg*

- Western Mountain Region Trends:
 - Summer occupancy more stable than past few years:
 - Occupancy up 3.8% for summer season
 - However, price sensitivity persist – when rates rise, occupancy paces down
 - Winter Sneak Peak
 - Occupancy down 13.6% Nov – Jan, driven by ADR increases of 6.9%
 - School Break Shifts:
 - 55% fewer households on break the week before Christmas
 - Easter later this year, affecting March & Spring Break
- Key Data – Big Sky specific based off 1100+ rental "units"
 - Summer 2024
 - Occupancy down 4.2%, ADR down .07%
 - Community events help increase transient visitors

- Winter 24/25
 - Occupancy ahead 2.5%, ADR down 11%
 - 2nd half of the season pacing better than the 1st half
- Revenue Strategy:
 - Keep rates reasonable to keep driving occupancy and longer stays
 - Promotions scheduled through December to keep booking momentum strong and target need times

Owner Services – presented by Jennifer Rice

- Winter owner reservations were due on June 1st
 - If you still have some dates you would like, please email owner.services@bigskyresort.com to inquire about availability
- Summer 2025 owner reservations are due by January 31st for guaranteed bookings.
- Mugs in the Mountain and other owner appreciation gatherings coming this winter.
 - Watch your inbox for invites!
- Owner services staff will switch to a Monday – Friday schedule for the off-season so plan for delayed weekend response times.

Owner Services Introduction – presented by Michelle Frederick

- New Senior Manager, Owner Services & Vacation Rentals, Ashley Brown – starts October 17th.
 - New Owner Services Manager, Jennifer Rice – transitioned from the Village Center, July 4th.

Hotel Updates – presented by Michelle Frederick

- **Hotel Manager –**
 - Mack Keefer
- **Housekeeping -**
 - Amanda Denny (Housekeeping Manager)
 - Nick Hofman (Assistant HSKP Manager)
 - 5/8 W2425 Team Members are returners
- **Front Desk -**
 - Lizzy Holliman (Front Desk Manager) – Starts November
 - Caitlin Williams (Assistant Front Desk Manager) – Starts October
 - Anna Popova (Assistant Front Desk Manager) – Transferring from Summit
 - 4/4 W2425 Seasonal Team Members are returners
- **Guest Feedback –**
 - Low number of reviews throughout the season
 - Summer 2023 – 85 reviews
 - Summer 2024 – 26 reviews (as of 09/05)

- **Guest Facilities Updates-**
 - New Treadmill
 - Old treadmill was original to the building & broke in early June.
 - Reorganizing to optimize space this shoulder season
 - Deep cleans have started and will go into the rest of the off-season
 - New equipment purchased to:
 - Remove hard water on shower doors
 - Reach small, neglected spaces such as grout lines, between faucets and counters, etc.

Facilities Maintenance – *presented by Michelle Frederick*

- Roof inspections scheduled for off-season
- Re-painting almost complete
 - This was delayed due to the rain and is expected to be completed by the end of the week.
- Re-sealing of pool deck almost complete
 - This was delayed due to the rain and is expected to be completed by the end of next week.
- Terrace drains re-build in progress
 - Expected to be completed by the end of the week.
- In room preventative maintenance scheduled for off-season
- Paint touch ups and woodwork touch ups scheduled for off-season

Financials

Treasurer's Report – *Presented by John Proksa*

- Balance Sheet
 - Similar to first quarter
 - Accounts Receivable is lower, everyone is paying timely.
 - Interest receivable is higher due to higher interest rates
 - Prepaid insurance is up, due to the policy being more expensive
 - Accounts payable is down, due to timing.
- A/R Aging Summary as of June 30, 2024
 - All debts have been collected.
- Equity Roll Forward
 - Most of the project amounts are remodel expenses
 - Positive balances in all reserve accounts
- Budget vs Actuals
 - Under budget in most categories of expenses
 - Interest from Investments is higher than budgeted due to better rates than anticipated
 - Electricity is down due to rates and usage
 - Boiler maintenance is down due to repairs being made and working properly

- Parts & equipment is up
- Total maintenance is down compared to budget
- PA Supplies high due to bathroom supplies, coffee, tea, and cups provided in lobby
- Propane is down due to lower rates
- Sewer and water are up due to usage and rates
- Residential electricity is down due to quantity used
- Net operating income is doing better than budgeted. Overall, we are similar to last year
- Remaining pages are all HOA transactions through Q2

Trever McSpadden makes a motion to approve the unaudited Treasurer’s Report and 2023 Financial Review. Suzanne Schreiner seconds the motion. The motion is approved unanimously.

Old Business

- Remodel Update
 - Model room
 - Schedule is on track. Construction for the carpet and paint are completed
 - Model room furniture has been ordered and is scheduled to be installed by the end of November. We will be coordinating times for owners to tour the room. We have also ordered bedroom furniture so that we can see how that will fit. We will be working on our communication plan for the membership vote on the special assessment.
 - Timeline
 - There will be a vote of membership on a special assessment in the winter.
 - The common areas will be remodeled next fall along with the rest of the building due to long lead times on furniture.
 - The building will close July 28, 2025, to begin the remodel which is scheduled to wrap in December 2025.
 - The building remodel will coincide with the completion of the new gondola opening in December 2025.
 - Explorer lift will close March 30, 2025, to begin dismantling and build the bottom terminal.

New Business

- December Quarterly Board Meeting: Thursday, December 12th @ 1PM MST
- December Annual Board Meeting: Thursday, December 12th @ 2PM MST

Owner Comments

- Laura Maiocco (283) – Asked for clarification on dates that the Village Center will be closed for the remodel.
 - Michelle Frederick – The Village Center will open for summer season on June 14, 2025, and close on July 28, 2025, for the remodel. It will reopen in December

2025 for the winter season. The 2025 winter season opening date has not been set, but it will be around December 11, 2025.

- Laura Maiocco (283) – What is the approximate time the special assessment would be due?
 - Courtney Jones – We are looking at different options which would all be part of the vote. One option is financing. The association can finance it with a bank and then bill the assessment to owners over a number of years or individual owners could pay it up front. The other option would be doing a direct assessment to owners and a discussion of what that timeline would look like would be needed.
- Laura Maiocco (283) – Will the Explorer Gondola impact the value of the Village Center? Will it decrease the value?
 - Courtney Jones – It is not expected to decrease the value.
 - Michelle Frederick – The Village Center will have premier access to the gondola so can only expect values would increase.
 - Trever McSpadden – Gondola access will be best by far.
- John Loomis (377) – Is the ski school moving by the gondola?
 - Courtney Jones – There had been discussions on moving it to the mid-station of the gondola, however that is likely years away.
- John Loomis (377) – What is the ballpark amount of the special assessment?
 - Courtney Jones – We do not have a precise amount yet, the total budget is \$5 million. It will depend on where we end up with funding, what the loan options are and factors such as unit size, but we do not have a precise amount now.
 - John Loomis – This will be in addition to our quarterly dues, correct?
 - Courtney Jones – Correct, this will be in addition to the regular dues each owner pays currently.
- Suzanne Schreiner (386) – Real estate update – One studio unit that is under contract, the only other condo that is currently for sale is the fractional, 1/8 share. I do have another buyer lined up should another unit become available.
 - Michelle Frederick – Thank you for sharing the update.

Adjournment

Courtney Jones adjourns the meeting at 10:42 AM MST.