

MINUTES
SANDPIPER OWNERS ASSOCIATION
BOARD OF DIRECTORS MEETING
May 16, 2018

A meeting of the Board of Directors took place at 5 p.m. on May 16, 2018, at the office of Board member Terry Hadley at 200 East New England Avenue, Suite 300, Winter Park, Florida 32789. Notice of the meeting was properly posted.

1. QUORUM

The members of the Board in attendance and establishing a quorum were : Scott Johnson, Terry Hadley, Michael Pollack, Pam Shaw, Bucky Hurt, and Dave Kaczmarek (by phone). Randy Teagarden, Sandpiper manager, was also in attendance.

2. MANAGER'S REPORT – Randy Teagarden

- Attached is copy of Randy's written report.
- The new front wall Sandpiper signage should be installed any day.
- The new putting green is to be completed by June. The new perimeter wall around the green will have stucco coat and painted for appearance at a small additional cost.
- For the 2018 capital projects, the shuffle board courts have been refurbished.

The proposed replacement of the north and south end trash chutes and doors is currently on hold, getting additional cost information, as it appears that the replacement of the chutes (rusted steel) involves additional work. Once we have additional bids to review, we will discuss the work, including timing. But at the earliest, this work will not be done until the Fall.

We are also receiving bids on the parking lot resealing scheduled for 2018. This will also be done in the Fall, with new sealing of the pavement, new parking space lines and curb painting (with broken curbs replaced).

- As the Owners were recently advised, a new lock with code was installed on the south door of the 7th floor recreation room to provide Owner access during hours the office is closed. Updated rules for the use of the 7th floor will be posted in the room. We are also revising the reservation form and procedures to be used when an Owner wants to reserve the room for a special function.
- Elevator maintenance review – Randy was asked to investigate other possible elevator maintenance companies. Oracle has improved its service based on our demand, but we are looking at possible alternatives and costs. Will be further review.

- Heating of pools. There was discussion on heating the north pool, which traditionally has been during the Winter months of January through April. One of our Owners requested an additional month of heating. The seasonal cost of heating is approximately \$8,000. Randy attempts to adjust the heat as necessary to save costs, but savings are nominal. The Board consensus was that we need to continue to heat the north pool as we have done, including as an amenity that makes Sandpiper attractive, including both Owners and renters. But the Board agreed not to heat past the month of April due to the cost, nominal use and fact pool starts getting warmer. There will be further discussion of the heating of the pools at the annual meeting to get any further comment of Owners.

3. TREASURER'S REPORT – Michael Pollack

Michael Pollack presented his report (including a written report and financial statement attached to these minutes). The 2017 income taxes have been paid, and as previously reported, the CPA independent report was clean for year-end 2017 financials. We have adequate funds in reserve for the 2018 proposed projects. The putting green repair will be paid from operating.

The Board also approved that for the year-end financials for 2018, to propose to the Owners at the 2018 annual meeting that we prepare another independent review, versus a full audit (saving us anywhere from \$3,000 to \$5,000). Under the condominium statute, we can now have independent reviews on an annual basis, subject to a majority approval vote at the annual meeting. There is no further requirement of an audit after a specified number of years. The Board is comfortable that with our checks and balances in place, including involvement of our CPA regarding monthly invoices and statements, an independent review is appropriate versus the need for the more expensive audit.

4. 7TH FLOOR PROPOSED RENOVATIONS.

The Board previously approved upgrading the appearance of the 7th floor recreation room. This includes painting throughout, new baseboards, new ceiling light fixtures, new vanities and fixtures in the bathrooms and changing out the other electrical fixtures. A committee of Owners was previously formed to plan the proposed upgrades, and progress is being made on the final proposal. The budget for these upgrades is less than \$7,500. Not included in these initial upgrades is the potential for new furniture upholstery and art work. We want to wait for the initial upgrade to be completed, including painting, before we address those extras.

Another topic of owner discussion has been the possibility to add exercise equipment in the 7th floor, but that proposal is being tabled until the initial upgrades are completed. Based upon the recent Owners' survey, there is a split of opinion as to whether exercise equipment should be added. The Board will address that issue further before any decision is made.

5. REVIEW OF OWNERS' SURVEY RESPONSES.

A survey was sent to all Owners in late 2017 asking for Owner opinion on a number of operational aspects of Sandpiper. 70% of our Owners responded to the survey. The Board reviewed survey responses to understand Owner thoughts on the various topics of the survey. No decisions were made as a result of this review, but there will be further discussion. A copy of the survey results is attached.

6. RENTAL REPORT.

Diane Moreno provided a written rental report, copy attached which is self-explanatory. The rental program is off to a good start for 2018.

7. SCHEDULING OF DATE FOR 2018 ANNUAL MEETING.

The Board was asked to currently schedule the specific date of the 2018 Annual Meeting of the Owners, so that Owners could confirm November calendars for attendance, including those coming from out of state. Saturday, November 3 was selected, beginning at 9:30 a.m.

8. OLD BUSINESS.

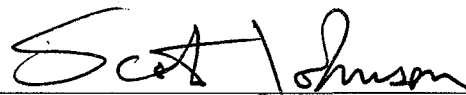
There was no old business to come before the Board.

9. NEW BUSINESS

There are certain small areas on several of the west side walkways where the walkway coating is peeling. Randy will contact our contractor who performed that work to see if what can be done to repair where it is peeling.

There being no further business to come before the Board, the meeting was adjourned at approximately 6:00 p.m.

Submitted,



Scott Johnson (who took minutes in absence of our secretary)

5/24/18
Date

May 10, 2018

Re: Managers Report

Dear Board of Directors,

This has been a very busy year already here at the Sandpiper. The projects that are currently underway and projects that have been completed are as follows:

- Shuffleboard Court is completed and paid for. We have new equipment discs, poles and scoreboards. The total cost for this was \$2,908. We had a budget of \$3,000 for this project.
- The Front Sign for the property has been ordered and is currently being fabricated. The cost for this project is \$1,800. We have paid 50% of this and will pay the remaining balance once it is approved and installed. The installation date is May 19th.
- The Putting Green is currently under construction. The wall has been installed and the contractor who will be reinstalling the green is expected to start work soon. The completion date for this project is the first week of June. The total cost of this project is \$14,520. We have paid 50% to each contractor to begin construction. The total balance remaining is \$7,260. A letter has been sent to all Owners advising of new green.
- The New Lock for the 7th floor has been installed and operates automatically. After entry to the Clubroom the door will close and lock automatically after 30 seconds. A letter has been sent to all Owners letting them know the procedures, and how to operate the new lock. The cost of the lock and installation was \$605.

2018 Projects Status

The replacement of the Trash Chutes and Doors will be delayed until the Fall, after our summer season.

The Sealing of the Parking Lot Sealing Project will also be completed in the Fall.

I will be ordering 6 new Umbrellas and 2 bases for the pool deck. I am currently getting quotes regarding the pool furniture. I will explain more in detail regarding all of these issues at the May 16th meeting. As always, if you have any questions or concerns please feel free to contact me at any time.

Sincerely,
Randy Teagarden LCAM

Sandpiper Treasurer's Report

Board Meeting 5-16-1018

Account Balances

As shown in our financial statement of 4-30-2018, our account balances were:

Reserve accounts:

BBT: \$110,400.88

Schwab Money Market: \$141,030.27

Goldman-Sachs CD (purchased through Schwab and exp 6-20-18): \$200,000

Total: \$451,431.15

Operating accounts:

BBT: \$120,152.41

FCB: \$42,128.35

Total: \$162,290.69

Expenses YTD v Budget

Total expense YTD is approximately \$20,000 under budget.

Elevator contract and maintenance YTD is approximately \$5000 under budget. Irrigation expense is approximately \$2600 under budget YTD. Pool heating exceeds budget by about \$2000 YTD and reflects seasonal variation (budget divides annual expense by 12 for each month rather than reflecting greater use of heating in winter). Pool equipment repair exceeds budget by approximately \$1800 YTD. Operating contingency is approximately \$5000 over budget.

Recent and Anticipated Reserve Account Activity

Our predicted reserve expenses for the remainder of 2018 total \$84,000. This will be covered by the BBT reserve account.

Cash balance in the Schwab reserve account was reduced as of 5-8-18 due to the purchase of a 6-month, \$100,000 CD. (BNY Mellon NA Ins 1.85%CD 11/13/2018). An additional 6-month CD will be purchased when the Goldman-Sachs CD expires in June.

Recent and Anticipated Operating Account Activity

Absent an unforeseen event, our operating account balance should remain satisfactory for the remainder of 2018 despite the expense of approximately \$14,520 for repair and upgrading of putting green. The putting green was not included in our annual budget as the decision to repair it was not made until after the annual meeting. The generous balance in the operating account provided the flexibility needed for this expense. First installment for putting green repair was initiated 5-7-18.

2018 Income Tax Return and Independent Financial Review

The IRS return and Independent Review have been completed by our accountants at Belote.

The key statement in the review is: "Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with generally accepted accounting principles in the United States of America."

Michael Pollack

Treasurer

Sandpiper Owners Association, Inc.
Statement of Revenues and Expenses- Actual to Budget
April 2018

	Apr 18	Budget	\$ Over Budget	Jan - Apr 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4020 · Maintenance Fees	49,560.00	49,560.00	0.00	198,240.00	198,240.00	0.00	594,720.00
4060 · Late Charge	39.85	42.00	(2.15)	119.55	164.00	(44.45)	500.00
4080 · Transfer Fees	0.00	25.00	(25.00)	50.00	100.00	(50.00)	300.00
4100 · Interest- Operating Accounts	3.06	250.00	(246.94)	207.06	1,000.00	(792.94)	3,000.00
4350 · Interest- Reserves	845.46	133.00	712.46	867.79	532.00	335.79	1,600.00
4500 · Office Rent	950.00	950.00	0.00	3,800.00	3,800.00	0.00	11,400.00
4501 · Reimbursed Employee Expense	1,258.00	1,277.00	(19.00)	4,776.00	5,104.00	(328.00)	15,320.00
Total Income	52,656.37	52,237.00	419.37	208,060.40	208,940.00	(879.60)	626,840.00
Expense							
5000 · Building Maintenance							
5010 · Building Maintenance- Supplies	275.28	833.00	(557.72)	2,901.96	3,332.00	(430.04)	10,000.00
5011 · Building Maintenance- Labor	415.00	250.00	165.00	475.00	1,000.00	(525.00)	3,000.00
5012 · Current Yr Bldg Maint Projects	0.00	417.00	(417.00)	0.00	1,668.00	(1,668.00)	5,000.00
5013 · Stucco Repairs	0.00	417.00	(417.00)	0.00	1,668.00	(1,668.00)	5,000.00
5015 · Common Area Steel Doors	(780.00)	583.00	(1,363.00)	5,610.00	2,336.00	3,274.00	7,000.00
5089 · Elevator Telephone/Monitoring	335.40	150.00	185.40	1,096.04	600.00	496.04	1,800.00
5095 · Elevator Contract/Maintenance	728.55	1,750.00	(1,021.45)	1,834.20	7,000.00	(5,165.80)	21,000.00
5240 · Interior Pest Control	250.00	250.00	0.00	1,000.00	1,000.00	0.00	3,000.00
5260 · Water/Sewer	1,517.68	792.00	725.68	3,396.11	3,168.00	228.11	9,500.00
5280 · Trash Removal	840.01	750.00	90.01	3,347.51	3,000.00	347.51	9,000.00
5300 · Electric Power	1,601.85	1,417.00	184.85	4,596.61	5,664.00	(1,067.39)	17,000.00
5350 · Fire Alarm Maint/Inspection	461.15	500.00	(38.85)	1,478.24	2,000.00	(521.76)	6,000.00
5352 · Fire Alarm Monitoring	0.00	83.00	(83.00)	0.00	336.00	(336.00)	1,000.00
5400 · Cable Service	4,727.32	5,000.00	(272.68)	18,904.85	20,000.00	(1,095.15)	60,000.00
5450 · Operating Contingency	4,663.50	1,550.00	3,113.50	11,516.41	6,200.00	5,316.41	18,600.00
Total 5000 · Building Maintenance	15,035.74	14,742.00	293.74	56,156.93	58,972.00	(2,815.07)	176,900.00
6000 · Grounds Maintenance							
6040 · Contracted Lawn Service	1,680.00	1,680.00	0.00	6,720.00	6,720.00	0.00	20,160.00
6041 · Grounds Maintenance- Supplies	300.00	250.00	50.00	300.00	1,000.00	(700.00)	3,000.00
6080 · Lawn Spraying	0.00	167.00	(167.00)	300.00	664.00	(364.00)	2,000.00
6140 · Water-Irrigation	386.61	1,042.00	(655.39)	1,558.67	4,164.00	(2,605.33)	12,500.00
Total 6000 · Grounds Maintenance	2,366.61	3,139.00	(772.39)	8,878.67	12,548.00	(3,669.33)	37,660.00
7000 · Pool & Clubhouse Expense							
7040 · Contracted Pool Service	2,450.00	1,250.00	1,200.00	4,850.00	5,000.00	(150.00)	15,000.00
7060 · Chemicals/Supplies	0.00	50.00	(50.00)	0.00	200.00	(200.00)	600.00
7070 · Pool Heating (Gas)	1,594.89	1,083.00	511.89	6,509.38	4,332.00	2,177.38	13,000.00
7080 · Pool Equipment Repair	1,888.00	500.00	1,388.00	3,888.00	2,000.00	1,888.00	6,000.00
7220 · Furniture Maintenance	0.00	417.00	(417.00)	0.00	1,664.00	(1,664.00)	5,000.00
Total 7000 · Pool & Clubhouse Expense	5,932.89	3,300.00	2,632.89	15,247.38	13,196.00	2,051.38	39,600.00
8000 · Management /Administrative/Misc							
8012 · Payroll-Association Employees	10,503.34	10,553.00	(49.66)	43,265.36	42,212.00	1,053.36	126,640.00
8013 · Payroll Taxes	872.35	958.00	(85.65)	4,519.71	3,832.00	687.71	11,500.00
8040 · Postage	0.00	83.00	(83.00)	98.00	336.00	(238.00)	1,000.00
8060 · Copy/Printing/Supplies	7.10	250.00	(242.90)	1,596.37	1,000.00	596.37	3,000.00
8064 · Computer	0.00	125.00	(125.00)	0.00	500.00	(500.00)	1,500.00
8080 · Accounting	600.00	1,008.00	(408.00)	4,200.00	4,036.00	164.00	12,100.00
8100 · Legal	0.00	83.00	(83.00)	0.00	336.00	(336.00)	1,000.00
8120 · Insurance	(5,782.47)	6,674.00	(12,456.47)	12,886.61	26,701.00	(13,814.39)	80,093.00
8122 · Flood Insurance	3,322.75	1,892.00	1,430.75	6,536.55	7,564.00	(1,027.45)	22,700.00
8160 · Telephone/Fax	0.00	917.00	(917.00)	0.00	3,668.00	(3,668.00)	11,000.00
8161 · Internet Service	692.07	750.00	(57.93)	2,768.60	3,000.00	(231.40)	9,000.00
8190 · Miscellaneous/Contingency	0.00	250.00	(250.00)	100.00	1,000.00	(900.00)	3,000.00
8230 · Bank Charges	5.00	42.00	(37.00)	20.00	164.00	(144.00)	500.00
8300 · Group Insurance	900.00	600.00	300.00	3,600.00	2,400.00	1,200.00	7,200.00
8375 · Office Expense	28.28	190.00	(161.72)	28.28	760.00	(731.72)	2,275.00
8390 · Uniform Business Report	0.00	0.00	0.00	0.00	65.00	(65.00)	65.00
8440 · Security	0.00	125.00	(125.00)	0.00	500.00	(500.00)	1,500.00
8442 · Dues/Licenses/Permits	0.00	83.00	(83.00)	61.25	332.00	(270.75)	1,000.00
8460 · Bureau of Condominium Fees	0.00	0.00	0.00	336.00	400.00	(64.00)	400.00
Total 8000 · Management /Administrative/Misc	11,148.42	24,583.00	(13,434.58)	80,016.73	98,806.00	(18,789.27)	295,473.00

See Independent Accountant's Compilation Report

Sandpiper Owners Association, Inc.
Statement of Revenues and Expenses- Actual to Budget
April 2018

	Apr 18	Budget	\$ Over Budget	Jan - Apr 18	YTD Budget	\$ Over Budget	Annual Budget
8600 - Reserve Allocation	6,433.92	6,433.92	0.00	25,735.64	25,735.64	0.00	77,207.00
8605 - Reserve Interest Allocation	845.46	0.00	845.46	867.79	0.00	867.79	0.00
Total Expense	41,763.04	52,197.92	(10,434.88)	186,903.14	209,257.64	(22,354.50)	626,840.00
Net Ordinary Income	10,893.33	39.08	10,854.25	21,157.26	(317.64)	21,474.90	0.00
Net Income	10,893.33	39.08	10,854.25	21,157.26	(317.64)	21,474.90	0.00

See Independent Accountant's Compilation Report

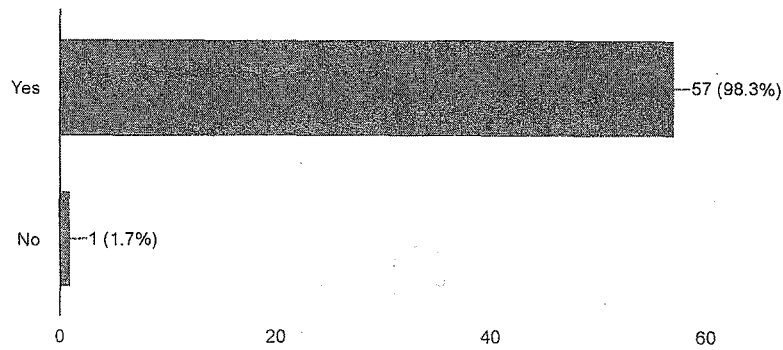
Sandpiper Owner - Common Area Survey

58 responses

Untitled Section

Have you or your family ever been to the 7th floor at Sandpiper?

58 responses

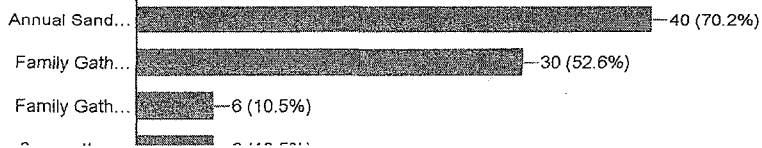


If you or your family have been to the 7th floor Common Area, what brought you there? Please check all that apply.

57 responses

2/26/2018

Sandpiper Owner - Common Area Survey



If you checked 'Other' in the above questions, please tell us what brought you to the 7th floor.

14 responses

To see the former manager while the office was under construction

I had never seen it before

Just checking it out

A couple of dinners and parties

Just looking around before we purchased our unit

Our son was married in the 7th floor room. We were there for decorating, etc. Also for the wedding and reception.

College Softball Team 30th Reunion Gathering

Visited last week to determine current layout/furnishings

a bridge social with group of ladies one time

When temporary office was there

Celebrations with Friends

Lunch given by the office for owners

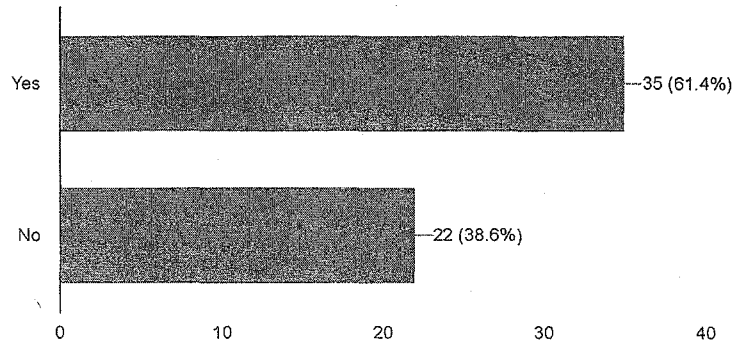
I am a new owner and toured the facility. I have not owned long enough to make substantial use of the facility.

To see what loud noise was - kids having parties

Untitled Section

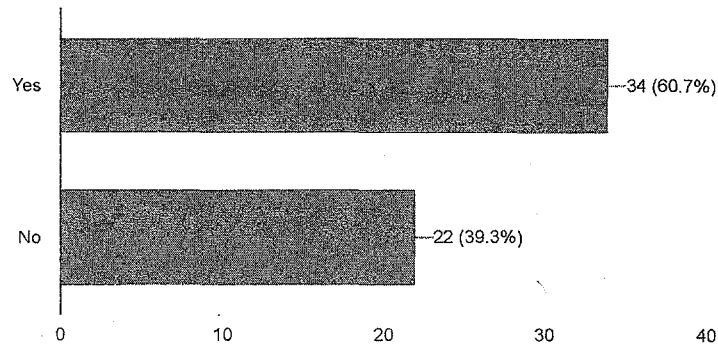
When you were visiting the 7th floor, did you use the kitchen area?

57 responses



Did you find the furnishings to be comfortable and up-to-date?

56 responses

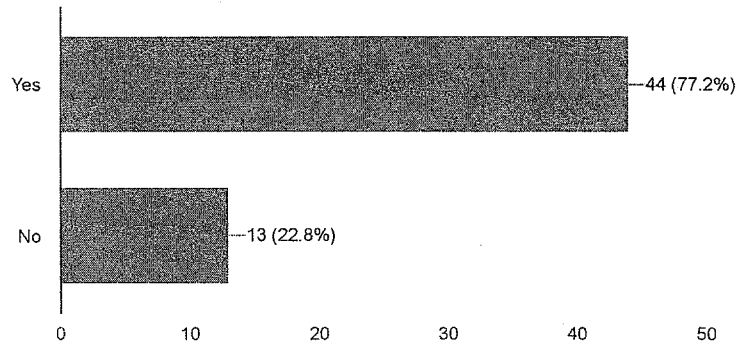


If exercise equipment were installed in the 7th floor common space, would you use it?

2/26/2018

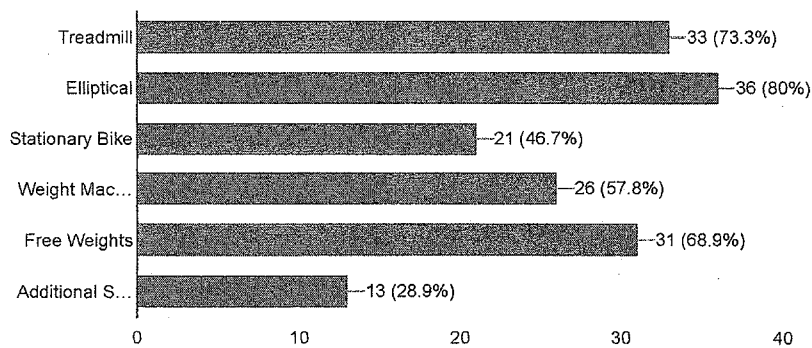
Sandpiper Owner - Common Area Survey

57 responses



If you answered 'YES' to use of exercise equipment, please check all equipment that you would use.

45 responses

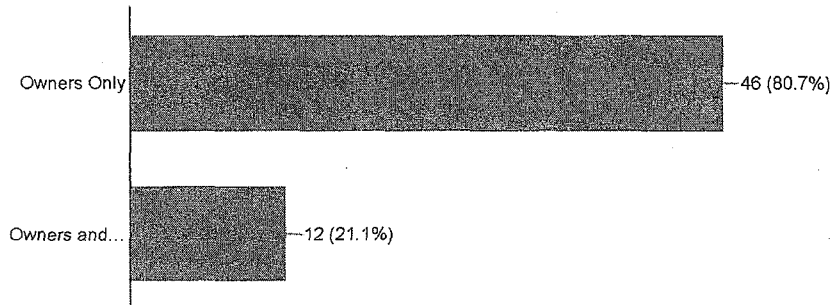


Should the Common Area be available to owners only or to renters?

57 responses

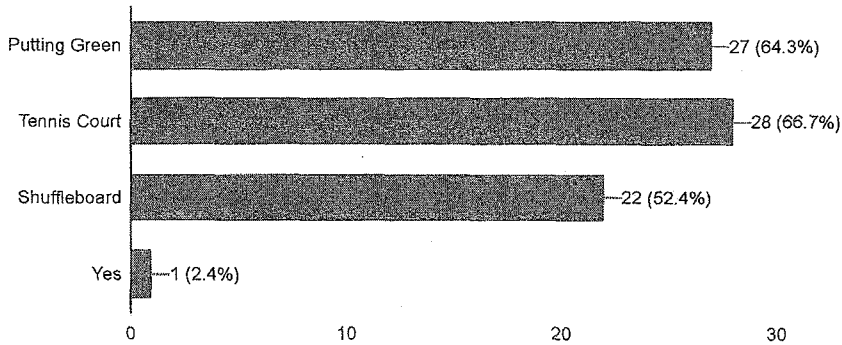
2/26/2018

Sandpiper Owner - Common Area Survey



Do you or your family use the following areas below? Please check all that apply.

42 responses



Do you have any additional comments regarding any of the above common areas at Sandpiper?

34 responses

No (3)

ajdskl;fgjiorapqjv czk;rjafio;rjgio;a

dha;dailu9taeophg;a

Do NOT sell 7th Floor. Probably best to keep Putting, Tennis Shuffle.

I think the access needs to be more readily available when owners desire to use the 7th floor. Many times I have wanted to use it and am unable to acquire a key (especially on weekends). Perhaps installing a lockbox of some sort that could hold a few keys would be helpful so the office staff doesn't have the hassle.

We like the pool tables and the ping pong table. It's a wonderful place for family get togethers. The big screen and kitchen is very important as well.

I would like to see a basketball hoop installed on the tennis court to increase the use.

no

Putting exercise equipment on 7th floor would create excessive noise to 6th floor owners and could increase our liability for accidents and injuries.

Need to enforce the policy that a towel does not reserve a chair - this is blatantly abused.

I would like to propose installing a hot tub.

Who/how would the equipment be maintained? What would be the associated liability to owners? How would the floor be secured?

7th floor, owners only but if the renters paid an additional fee (for wear and tear) to use I see no problem.

We love and appreciate our common areas!

I would like renters to be able to use exercise equipment but I feel they would abuse it.

Hot tub!!!!!!

All are important to us. The Putting Green is our favorite and we use it often. We think it is also a real asset for our renters during the winter season. As far as I know, we are the only condo with a Putting Green so it is a selling point! The shuffleboard court is the least important. Our rating: Numero Uno ~ Putting. Second ~ Tennis and Third ~ Shuffleboard.

Would like outdoor grills and hot tub

I believe the 7th floor was placed on such a lockdown status after the entire building was reopened in 2004 that it has always felt so difficult to gain access to and feel that it became almost DISCOURAGED to use it....so much so to the point I don't even think about it. The current situation and use thereof needs to change as I don't even consider it to be an amenity for the collective ownership group. It has so much potential but is way underutilized.All other areas and grounds are presented and maintained well (Main sign being repaired??)

A picnic area would be nice

Would love exercise equipment available in 7th floor

I am not in favor of exercise room at Sandpiper, think it will be an administrative burden for the board, a liability for all Sandpiper owners, and will create excess traffic on 6th floor. Few owners stay at the Sandpiper for more than 7 consecutive days. Do they really come to the beach to use the treadmill?

needs to be updated with painting; new baseboards; address bathrooms as needed; remove one pool table; clean kitchen area storage areas, as lots of "stuff" accumulated over the years not needed

Possibility of selling 7th floor as penthouse? Underutilized asset

We wish this area to remain open for family gatherings of owners, with no exercise equipment installed that would require upkeep and maintenance.

I believe the best use of this area would be to sell the 7th floor as one unit. Considering marketplace, would be interesting to see value for this.

Putting green is very unique. It has been a great feature both practically (for usage) and for its charm.

I think that unless there is going to be a curb put around the putting green to protect it, it should be eliminated because it is very expensive to redo it every time there is a storm. We would like to see y'all look into putting a cell racket on the roof so our service would be better and it would also generate some income from them renting our roof space.

7th floor: include renters if adequate controls available. Consider: Owners only after hours as a possibility. I am in favor of retaining ownership and owner usage of 7th floor as common area.

Pool common area: Kudos for the added umbrellas. Still need more...recommend 1 umbrella for every 4 chairs = about 18-20 around pool deck [= better pool area enjoyment & usage, will reduce race to "reserve chairs", and will keep us healthier & safer with reduced risk of skin cancer while still enjoying the pool deck.]

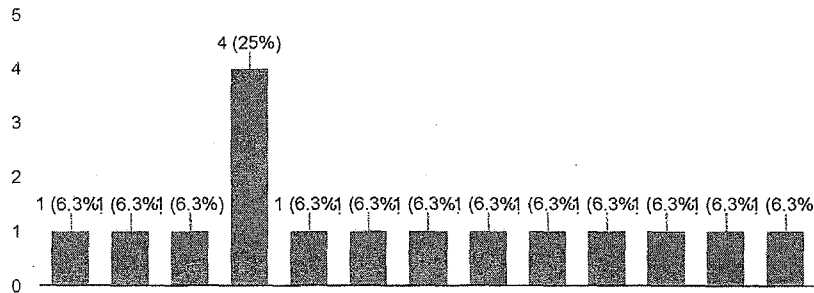
I would not favor free weights or any exercise equipment that would create noise for the units below. Free weights would be noisy and messy.

Putting green needs to be removed for additional pool deck space in my opinion

two baby pools don't seem to get much use, maybe one would suffice. Also would be GREAT to have a bike ramp on one side of the stairs down to the beach

Would you like to talk directly with a Sandpiper Board member? Please let us know the best way to contact you and we will be happy to reach out.

16 responses



SOUTH BEACH RESORT PROPERTIES, LLC

SANDPIPER RENTAL PROGRAM

RENTAL REPORT MAY 2018

Month	2017		2018	
	Rental Income	Commission	Rental Income	Commission
			* Jan - April	* Jan - April
January	\$94,377.07	\$14,156.56	\$141,176.90	\$21,176.53
February	\$141,952.86	\$21,292.93	\$176,565.83	\$26,484.87
March	\$177,112.14	\$26,567.29	\$187,063.04	\$28,059.45
April	\$118,494.99	\$17,774.25	\$103,442.59	\$15,516.39
May	\$38,628.57	\$5,794.29	\$42,178.57est	\$6,326.78est
June	\$152,927.14	\$22,939.07		
July	\$259,086.00	\$38,862.90		
August	\$102,373.55	\$15,356.03		
September	\$11,334.29	\$1,700.14		
October	\$10,077.00	\$1,511.55		
November	\$21,528.57	\$3,229.28		
December	\$7,400.00	\$1,110.00		
Totals	\$1,135,292.18	\$170,294.29		

We had a busy winter season, even though the weather could have been better in January and March. Rental revenue for the months of January, February and March continue to increase from previous years, and most of the 3 month plus rentals have already renewed for 2019. Sandpiper monogrammed towels were a big hit as well as the Bar B Que we hosted in March! General consensus is to have more of these social events. Marketing efforts continue to focus on integration of Barefoot rental software and VRBO/Home away, which will be completed this month. June and July are almost booked up! We expect a busy summer season. Thank you for allowing me to serve as your Real Estate Broker.

Current listings

505 listed for \$775,000

608 listed for \$600,000

No current sales

2017 Sales

107 sold for \$515,000.00

407 sold for \$525,000.00
 312 sold for \$665,000.00
 411 sold for \$587,500.00
 504 sold for \$720,000.00

SOUTH BEACH RESORT PROPERTIES, LLC
SANDPIPER RENTAL PROGRAM
RENTAL REPORT DECEMBER, 2018

Sandpiper Marketing Expenses by Category		
	2017	2018
		* Jan-April
Barefoot Software	\$3000.00	\$750.00
HOMEAWAY	\$2,394.00	\$
VRBO	\$5,633.44	\$
Office Supplies	\$1,987.94	\$693.69
Orlando Sentinel/VISIT FLORIDA	\$750.00	
Sandpiper Website/ Google ad	\$1,970.39	\$1,727.65
Virtual Tours	\$3,033.40	\$335.00
Mail Outs – Brochures-Guest marketing/Sandpiper Towels	\$1,200.00	\$2,610.70
Chamber Of Commerce Advertising	\$330.00	
Office Rent	\$10,200.00	\$3,800.00
Admin	\$15,234.88	\$5,252.00
Credit Card Fees	\$33,358.40	\$14,665.50
Banner advertising/ Google 360	\$1,364.00	\$
Totals	\$80,456.45	\$29,834.54

Thank you,

Diane Moreno

Broker

South Beach Resort Properties, LLC

386 689 0160