



Sanibel Moorings

August 2020

Vol. 26 No. 1

**Sanibel Moorings
Officers and Directors
2019 - 2020**

Jim Fox
President

Mark Lorenger
Vice President

Bill Hallberg
Secretary

Dick Arnould
Treasurer

Mike Fereday
Director

Arch Smith
Director

Elizabeth Kirk
Director

**Upcoming 2020
Board Meetings**

Friday, September 18th
Friday, November 6th

2020 Annual Meeting
Saturday, November 7th
(will be held via Zoom)

From the President...

Jim Fox

Dear owners,

I hope you all are doing well during these strange times. COVID-19 has changed the way we live our lives and the way we do business. It has been difficult the past few months financially, with no rental revenue in April and May and reduced revenue in March and June. We are happy to report that July and August rentals have been strong and September rentals are pacing near budgeted numbers. It is, however, hard to tell what Q4 will bring.

On behalf of the Board of Directors, we would like to thank Kari and her team for quickly rising to the occasion to mitigate rental revenue losses, postpone guests reservations to later dates (keeping the deposit on hand) lower expenses and also for surpassing the new cleanliness guidelines since the onset of the pandemic. Our cash position and current rental occupancy has been more favorable because of their efforts. We were also grateful to have obtained the PPE monies, which helped to keep staffing at pre-COVID levels during the months where the revenue was non-existent.

We would also like to thank the owners in the rental program for their compliance with The City of Sanibel's new Dwelling Rental Application. We understand this took some extra effort and funds from owners. Nearly all applications have been submitted for processing and the City has been very complimentary of Sanibel Moorings' handling of the applications. Thank you also for submitting your new Rental Agreements to the office. It is important to update this agreement every few years and we appreciate your cooperation.

The Sanibel Moorings 2020 Annual Meeting will still occur on Saturday, November 7th, but not as we have known it in the past. The annual meeting will be held via Zoom call and all owners are invited and encouraged to attend via Zoom. We will be firming up more details during the September Board meeting, including whether we will be able to have any type of gathering in-person at Sanibel Moorings. For now, we have postponed the large celebration on the lawn until a future meeting date. This year, it will be more important than ever to return your limited proxy, which will be sent out in early October. Please watch for more information as we get closer to the date.

-Jim

Bathroom, Bedroom, Hallway and Kitchen Rugs

If you've ever debated installing small kitchen, hallway, bedroom and bathroom rugs, staff urges you to refrain from installing rugs in these areas. They are a trip hazard and also a challenge to launder and store once they are clean. Because they typically need to be washed after every rental, they are rarely in the units for any amount of time—they spend more time in the laundry than in your units!

We do, however, recommend having small all-weather, rugs with a gripper-type back available at the front door and slider that do not require laundering. Please email Kari with any questions.



Units Recently Sold

#1622—2/2 Dockside—\$495,00	Aug '19
#1341—2/2 Dock View—\$670,000	Nov '19
#821—2/2 Courtyard—\$575,000	Jan '20
#1111—2/2 Gulf Front—\$890,000	Jan '20
#311—2/2 Courtyard—\$565,000	Feb '20

Units for Sale

#522 3/2 Gulf Front UNDER CONTRACT

Rose Dakos, VIP Realty, 239-851-5188

#1512 2/2 Dockside \$539,000

Kelly Huguenin, Pfeifer Realty, 423-903-4684

A WARM
WELCOME!

To New Owners:

Shital and Keren Shah

James and Brenda Watson

Susan Mack and Christopher Kovell

Robin McDonald and Mark Cuddy

Jeff and Michelle Kelly

Hot Water Heaters

To date, we have only received authorization from 30 (of 122) owners regarding their hot water tank replacement.

It's time for yours to be replaced!

If you have not already been in touch with us regarding your hot water heater, please do so right away!



Contact Candy
at (239) 472-4119



assistantmanager@sanibelmoorings.com



From the General Manager...

Kari A. Cordisco

Isn't it amazing how much change just a few months can bring? We are currently shoulder deep in preparations for the 2020/2021 budget, which will be presented to the Board in September, and then onto the ownership as part of the annual meeting in November. While devising the budget, every single line item is reevaluated along with every contract to ensure that we are getting the most for our money and that only necessary expenditures occur. We also plan for any changes coming within the year, while reflecting on last year's performance.

Here are a few changes coming in the upcoming fiscal year for Sanibel Moorings:

New Property Management System (PMS)

By December 2021, our current software (V12.net) which runs our reservation system, trust accounting, and owner's portal will become extinct, forcing us to migrate to another software system. We have been using the current system since 2012, and although it has its limitations and challenges, moving to another system is much more painful than working with the current known limitations, so it is unfortunate that we are forced to make this change in the next year. The process of building, learning, installing and training staff on a new system will be challenging and incredibly labor intensive. In order to lessen the amount of potential issues, we are migrating to another system under the same umbrella company—VRBO, which used to be Homeaway.com. There is a bright side; choosing to stay within the same company has resulted in a significant savings to Sanibel Moorings each month, which will help to offset staff time during migration. We intend to begin the process next summer and will keep you all informed of any changes that you will see as an owner. Please know that the look of your statements, owner portal and other correspondence regarding reservations will more than likely be impacted.

Unit surveys

Although we continue to focus on quality of our units and want to encourage owners to constantly maintain and upgrade them, we understand that the pandemic has had a negative impact on our owners this year financially and do not want to penalize owners that cannot invest money into their unit this year. Therefore, we will not survey units unless the owner makes substantial upgrades or renovations.. This will happen automatically in these units once the work has been completed.

Bedspreads / Bed Covers

This has been an ongoing conversation over the last few years (and decades!) for the units in the rental program. The storage and laundering of bedspreads and covers has been an issue for owners and staff really since the beginning of SMCA. There is simply not enough storage in the units, nor any other area of Sanibel Moorings. Because of COVID-19, we are now washing each bedspread/cover and blanket after every guest, which poses many additional operational challenges, especially with bulky comforters. We are working to find a standard, white, lightweight bedspread that will complement the décor in every unit that is easy to launder and store. We are currently doing a beta test in Building #7 with a standard white bedspread on all beds there to test this new bedspread and hope to have a plan in place by September. If a new standard bedspread is adopted owners can, of course, opt to use their own bedspread during their time at Sanibel Moorings. Look for more information to follow!



Tennis Courts

Earlier this year, the tennis courts were resurfaced. Pickleball lines were also drawn on both courts. We've had many compliments on the maintenance and aesthetics of our courts.

If you are ever flying over Sanibel, Sanibel Moorings is now even easier to spot from the air!



We did it again! Sanibel Moorings is in the top 10% of hotels worldwide in 2020! We are so proud of this TripAdvisor badge of honor! We hope you will have a look at what our guests are saying about us!



www.tripadvisor.com

Seas of blue and hearts of gold!

You may already know this, but the team at Sanibel Moorings is one of the most kind and generous groups of individuals out there. While they never give to receive accolades, we could not pass up the opportunity to share their recent philanthropy efforts on the Island.

Back in May, several Island families were invited to Sanibel Moorings Resort to shop for their groceries from a food bank of donations made by each team member at Sanibel Moorings. The families live in Community Housing and Resources (CHR) residences on the Island and have lost their jobs in the hospitality business (or been temporarily furloughed.) Hundreds of canned and boxed items, fresh fruits and vegetables, pastries and gift cards were compiled for each family. The team was so happy to help other hospitality professionals during this difficult time. Just look at this spread...

During times like these, kindness is more important than ever!

Good job, team Moorings!

