

**THE WATERFRONT IN NAPLES CONDOMINIUM ASSOC. INC.**  
**SPECIAL BOARD OF DIRECTORS MEETING**  
**DECEMBER 28, 2022 – 10:00 AM EST**

**CORRECTED MINUTES**

The meeting was called to order at 9:58 AM EST.

Quorum established with Sam Spring, Sonny Saunders, Bobbi Sajtar, Ginnie Wile and Kieran Repko.

Proof of due notice.

Owners attending were Bobby Mez, Greg Scott, Mike and Ruth Ann Pouliot, Jeff Bartlett, Stan Forbes, Lisa Cannon.

Jeff Sabel of Sabel Adjusters was in attendance to present how his company could assist us in our flood claims process. Sam gave a synopsis of our situation with the number and types of units with flood damage. We have eight buildings, each with a separate policy. He explained that we hired Wright Way, based on the recommendation of our insurance agent, who subcontracted with DKI (SKY) to do the deconstruction, remediation and cleaning. DKI has sent an invoice. Randy Hicks, the FEMA flood adjuster has submitted a partial claim. Wright Way is working with the adjuster to rectify the amount. We chose not to hire the DKI (SKY) reconstruction contractor due to the high price.

We have not yet received any insurance payouts. We have levied a special assessment as per the Board Meeting of 11/17/2022 for the purpose of funding emergency repairs caused by wind and flood damage during Hurricane Ian.

We are pursuing other avenues of cash flow to pay contractors requiring scheduled payouts.

We have now hired two contractors to install drywall and will use them for the rebuild also. We have an issue with the fire code inspection in the utility closets. We are trying to get clarification, but we will probably need to bring the firewall up to code.

Some owners have chosen to hire their own contractors.

Jeff Sabel said the first step for his firm is mitigation. He looks at the scope of work/bill submitted by the contractor. He then reformats it in terms the flood insurance industry recognizes (Xactimate). He works with the contractor to adjust the costs line by line to be in accordance with the flood insurance amounts. The next step is the repair/rebuilding process. He needs the contractors to be cooperative and supply pricing information and work with him on the line item amounts claimed. He will then format the proposals. There needs to be separate proposals for each policy; one for each building. They keep updating and resubmitting those proposals as needed.

The fee he charges is 10 % of the total claim amount from dollar zero, or one third of anything above and beyond. He said that it works out about the same amount either way.

Sam asked if he could get us to the point where the flood insurance covers all our costs except the \$200,000 deductible. He said he is confident he can do that, except for items not covered under the policy. For example, our policy does cover costs for code compliance but only up to \$30,000. If the cost exceeds that, we have to pay out of pocket.

Our mitigation costs were very high so he would work with the contractor to lower that amount to leave money for the repair phase. He works to get money for things like upper cabinet replacement (so they would match the new lower cabinets) by working with the contractor to rearrange costs to have those covered by a different line item. Jeff then converts the file to the FEMA approved format.

Jeff is a third generation Public Adjuster. He is licensed by the state on Florida for Public Adjuster. His estimators are licensed. His firm would be able to take on our project at this time as they are caught up on all their current jobs right now. In the next two weeks he could be working on the estimate proposal. He would need 3-4 days to walk through the complex, the files from Randy Hicks and DKI's documentation. Owners hiring their own contractors could be a potential issue.

Working with our contractor, the Public Adjuster writes the estimate for the scope of work and gives that to the contractor to put on his letterhead and submit to the insurance. The approved scope of work is submitted per unit. Documentation is important. If owners have additional pictures and an inventory, that could be useful. We have also requested the files from DKI as well as from Randy Hicks (FEMA flood adjuster).

Any upgrades must be on a separate contract. These are **not** part of the flood insurance claim and cannot be included in the scope of work for flood damage reimbursement.

Mike Pouliot asked when the electrician will be coming to address the electrical problems in his unit. He is needed ASAP.

Jeff Bartlett said one of his deck boards is rotted and a contractor stepped through it. Any rotted deck boards need to be replaced.

Bobbi Sajtar made a motion to adjourn. Sonny Saunders seconded it. Meeting adjourned at 10:58 AM EST.