



Property Owners Association at Suissevale, Inc.
17 Langdorf Street – Moultonborough, NH 03254

March 20, 2018

John Hawkins
5 Greyhound Street
Moultonborough, NH 03254

RE: Suissevale Docks

Dear Mr. Hawkins:

Please treat this letter as a final response to your letter directed to Bob Ashton and the POASI Board dated March 6, 2018.

You open your letter by stating that Bob Ashton indicated to you that he would send you a direct answer to your proposal. My recollection is that Mr. Ashton indicated to you that he would take the matter under advisement, meaning that if an additional response was necessary, it would be sent. I did not believe an additional response was necessary. Nonetheless, since you have written a second time, I am taking the time to respond directly to your March 6th letter.

You also mentioned that your proposal was not included in the January Board of Directors minutes. As a matter of practice, the Board of Directors minutes generally do not include copies of documentation given to the Board by members at the monthly meetings. It is too cumbersome.

To clarify, the Board's "key argument" against charging our dock holders the same amount as that charged for valet service at Ambrose Cove Marina is that there is a false equivalency contained in your argument that dock holders in a homeowner's association should pay the same as dock holders at a private marina. The distinctions I made at our meeting were that private marinas are for profit businesses and homeowner's associations are not. Private marinas offer their customers numerous amenities which homeowner's association do not, including gas, service, a store, among other amenities. They also have overhead costs that are very different from the overhead costs in a homeowner's association, including substantial costs associated with employees, including wages, unemployment insurance, liability insurance, mortgages, advertising costs, etc.

Also, as I mentioned to you directly, the best way to determine if our dock fees are fair and reasonable is to compare them to dock fee charges of other homeowner's associations and/or condo associations in the area. We did this. We compared ten such associations in the area and found that our fees are the highest.

Moreover, with all due respect to you, there is no merit to your argument that the non-dock holders are subsidizing dock holders in our association. The opposite is true. Our association takes in more than \$60,000 per year from dock holders and others on the waiting list who use our dock system. Even

accounting for maintenance, repairs and systematic replacement of the docks, more than half of that revenue is applied to other costs incurred by our association (including road maintenance, water, etc.). Therefore, more than \$30,000 per year generated by our docks supplement non-dock members, not the other way around.

You also set out a number of questions in your fifth paragraph regarding amounts of fees and expenses of other associations. We do not have the specific information to answer your question thoroughly. However, let me reiterate, the comparison we made was for dock charges only; and our dock users pay more than other dock users in similar homeowner's associations.

Finally, the Board of Directors will not be forwarding your question to our membership because we believe it contains the false equivalency of comparing dock charges in a homeowner's association to marina charges at a private corporation.

Considering that I have now responded to your inquiry on two separate occasions on this subject, I trust that, while we may choose not to agree, we have at least aired our differences thoroughly.

Sincerely,

A handwritten signature in cursive script that reads "Michael J. McManus".

Michael J. McManus
POASI Board of Director Member