

**Carlsbad Seapointe Resort Owners Association, Inc.**  
**Annual Owners' Meeting**  
**Videoconference**  
**Saturday, March 5, 2022**  
**11:00 a.m. PST**

**Agenda**

- I. CALL TO ORDER
- II. INTRODUCTIONS
  - A. Board of Directors
  - B. Management Company
- III. APPROVAL OF MINUTES OF PREVIOUS ANNUAL MEETING  
March 5, 2021 Annual Owners' Meeting
- IV. ELECTION OF DIRECTORS
- V. REPORTS
  - A. Resort Management
  - B. Election Results
- VI. OPEN FORUM
- VII. ADJOURNMENT

**Carlsbad Seapointe Resort Owners Association, Inc.**  
**Annual Owners' Meeting**  
**Videoconference**  
**Friday, March 5, 2021**

**DRAFT**

**Minutes**

- I. CALL TO ORDER  
President Nigel Lobo called the meeting to order at 11:02 a.m. PST.
- II. INTRODUCTIONS  
Nigel Lobo welcomed Owners and made the following introductions:
- A. Board of Directors:** Nigel Lobo, David Brown, Robert Shipley, Linda Ruane and Patricia Munzert.
- B. Management Company:** Jay Anderson, Vice President of Resort Operations and Business Development; Jeff Brock, Regional Director of Operations; Clinton Owen, General Manager; Rosalie Shrock, Director of Administration & Association Governance and Nicole Knowles, Resort Operations Administrative Supervisor.
- III. APPROVAL OF MINUTES OF PREVIOUS ANNUAL MEETING  
On consensus, the minutes of the September 8, 2020 Annual Owners' Meeting was approved.
- IV. ELECTION OF DIRECTORS  
Rosalie Shrock, Director of Administration & Association Governance, reviewed the election procedures and introduced candidates John R. Balfour, Linda Puma, David S. Brown and Patricia A. Munzert. Candidates John R. Balfour, David S. Brown and Patricia A. Munzert provided brief candidate statements. Ballot instructions were given and the polls opened. On unanimous consent, the polls were closed. Owner Barbara Lawrick served as Election Monitor. Rosalie Shrock introduced Jeff Brock, Regional Director of Operations.
- VI. REPORTS
- A. Resort Management  
Jeff Brock welcomed Owners and presented a PowerPoint presentation highlighting the Stay at Home Order, Vacation Well, Department Updates, Financial Performance, Guest Satisfaction and Owner Benefits. Jeff introduced: Clinton Owen, General Manager; Brandy Forsyth, Front Office Supervisor; Andy Contreras, Housekeeping Manager; Aric Luis, Maintenance Manager; Dexter Carranza, Director of Fun & Engagement; Haley Brock, Director of Weddings & Events.
- Dexter Carranza, Guest Service Agent was announced as the resort's BE EPIC Champion of 2020.
- B. Election Results  
Rosalie Shrock read the election results as follows:  
David S. Brown                      1,800 votes

Patricia A. Munzert	1,782 votes
John R. Balfour	134 votes
Linda Puma	103 votes

David S. Brown and Patricia A. Munzert were elected to the Board of Directors for a two (2) year term.

VII. NEW BUSINESS

A. Open Forum

- An Owner asked about Electrical Vehicle charging stations.
- An Owner commended Management and Associates.
- An Owner inquired about the increase in HOA fees. Management replied this is due to the increase in minimum wage and Insurance.
- An Owner asked about the pools and current restrictions. Pools are open for Owners and on a reservation basis for Day Users. Hot tubs are available by reservation only.
- An Owner commented appreciation for Management's help in transferring week use.
- An Owner inquired if there are current travel restrictions. Management responded there are no travel restrictions.
- An Owner asked if Grand Pacific has a Buy-Back program. It was recommended that Owners reach out to Management for assistance.
- An Owner gave thanks to Management and the Board.

VIII. ADJOURNMENT

On consensus, the meeting adjourned at 12:10 p.m. PDT.

# Board of Directors Statement of Candidates



CARLSBAD SEAPOINTE RESORT  
A GRAND PACIFIC RESORT

## **Nigel Lobo** (*Incumbent*)

Carlsbad, CA

**EDUCATION:** Master of Science MS Rochester Institute of Technology (RIT), NY; BA St Xavier's College, Mumbai; Executive Leadership Program, Cornell University, Ithaca, NY.

### **QUALIFYING EXPERIENCE:**

- Currently proudly serve as a Board Member at Carlsbad Seapointe Resort.
- Extensive experience in hotel operations with Intercontinental Hotels Group (IHG), one of the largest hotel companies in the world.
- Prior operations leader at a management company with Hilton, Choice, and Marriott hotels and resorts and currently COO for the management company.
- Active member of the American Resort Development Association (ARDA), member of:
  - ARDA Supplier Committee and Resort Operations Council.
  - ARDA Education Committee and Human Resources (HR) Council.

My leadership and Involvement with ARDA helps me **capture best practices** and **emerging trends for the betterment of our resort.**

### **OBJECTIVES:**

Carlsbad Seapointe Resort is a beautiful family resort. This past year has been particularly challenging. I am so proud of the management team and Associates for doing an excellent job of maintaining a **great attitude, exercising financial discipline** and **good decision-making for the health and safety of our Owners and Associates.**

My number one objective is to ensure that our Associates, Owners and their families stay safe.

I will maintain a strong focus on the **financial health** of the resort to **keep our maintenance fees low** and **expenses in check.** I am also committed to our Owners valuing Seapointe as their **home away from home** and enjoy the amenities and upgrades. This extends to **our Associates, who are the heart and soul of our resort,** by supporting them with competitive wages and ensuring their continuing development.

My personal goal has always been to **LISTEN closely to the voice of our Owners** and keep Seapointe thriving as a **first class resort!** Thank you in advance for your support.

## **Linda Ruane** (*Incumbent*)

Carlsbad, CA

**EDUCATION:** College; Accounting, Computer Sciences, Multimedia Technology, Marketing

**QUALIFYING EXPERIENCE:** I have been an owner at Carlsbad Seapointe Resort since it opened and have served on the Board of Directors since 1998. I also own timeshares at Carlsbad Inn Beach Resort, Grand Pacific Palisades and Hilton Grand Vacations at MarBrisa where I serve on the Homeowner's Association Board of Directors.

I have been in business in Carlsbad since 1977 and own The Daily News Café and California Wear with my husband Bob. I bring years of business management and accounting experience into making the decisions that continue to keep our resort well managed and fiscally secure.

My husband and I have two grown children who both started professional careers after graduating from universities this year.

**OBJECTIVES:** I appreciate the investment homeowners have made in our resort and understand their desire to have a pleasurable vacation experience. My goal is to ensure that Carlsbad Seapointe Resort maintains the high standards of an RCI Gold Crown Resort in the most cost-efficient manner. I believe every homeowner has the right to voice their opinion on how the resort can best meet their needs. I will work with the Board of Directors and Resort Management to protect your investment.

## **Robert Shipley** (*Incumbent*)

Carlsbad, CA

**EDUCATION:** UC Riverside (Cum Laude), UC Davis, Martin Luther King School of Law

**QUALIFYING EXPERIENCE:** I have had my own law practice in Carlsbad since 1983 with an emphasis in Business, Employment and Real Estate litigation. I have served on several community association boards and civic boards (such as the Chamber of Commerce and a private school board) and have been engaged by the Management Company and Developer on several occasions to assist with avoiding and defending litigation disputes. I was on the original CSR Board, left and recently returned.

**OBJECTIVES:** There are two primary reasons I would like to remain on the Board of Directors:

- (1) I believe my experience as an attorney provides the Association legal advice and analysis during the board meetings. Often, an attorney's presence on the board can be a stabilizing factor.
- (2) I believe our resort must maintain its Gold Crown status; this means we constantly need to evaluate the condition of the property and the quality of our service, seeking to upgrade each at every opportunity.

I ask for your support and your vote.

(Continued on back)

# Board of Directors Statement of Candidates



CARLSBAD SEAPOINTE RESORT  
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(Continued)

## Dave Knopp

Poway, CA

**EDUCATION:** Masters in Leisure and Tourism CSEB. BS in Recreation Management SDSU

**CURRENT EMPLOYMENT:** County of San Diego Parks and Rec Department

**QUALIFYING EXPERIENCE:** Currently Chief of Operations for County Park & Rec Dept. 20 year ownership

**OBJECTIVES:** Value ownership rights and money

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## Niel Nathason

Carlsbad, CA

**EDUCATION:** BA (U.C. Santa Barbara), MA (U. Utah) MPH (UCLA)

**CURRENT EMPLOYMENT:** Retired/University Professor

**QUALIFYING EXPERIENCE:** Over 30 years in academic and non-profit agencies, mainly administration. Also private rental property.

**OBJECTIVES:** Expand safe services and activities. Optimize day use for local owners. Minimize operational costs and HOA fees.

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## John Orendorff

Reseda, CA

**EDUCATION:** M. Ed / MA

**CURRENT EMPLOYMENT:** Defense POW / MIA Accounting Agency

**QUALIFYING EXPERIENCE:** Longtime Carlsbad Seapointe Owner, over 20 years. Have been local Owner and out-of-state. Previous President of Flamingo Estates Homeowners HOA.

**OBJECTIVES:**

- (1) Represent interests of ALL Owners
  - (2) Keep Seapointe Owner friendly
  - (3) Maintain safety of all Owners
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## John R Balfour

Mesa, AZ

I am John R Balfour, running for a position on the Seapointe board. I have been an owner of two weeks at Seapointe for about 15 years. As a substantial cost saving option, I would like to offer my volunteer services to specify a resilient Photovoltaic (PV) system, with emergency backup for the property, and propose a method to finance that system. Then follow up to see that it is installed and operated properly.

This approach would allow the HOA to own a system which will not be owned by a disinterested LLC. The results would be, after the cost of the system and an appropriate operations and maintenance budget, the energy would primarily go to the resort and as owners. We would not be paying 25 to 30% extra (their profit) to a disinterested outside owner.

Over the next few years, I suspect Seapointe will offer electric vehicle recharging, which would assure an additional income from nonmembers and with low cost EV charging for members. There are numerous organizations signing up resorts and businesses to do the same thing. Yet, why pay someone else to raise the costs to our members.

If you wish to know more about my credentials, you will find me on LinkedIn. I've been active in the energy industry in construction, specification, education and standards. Since 2016 I was peer elected and have served as the "System Conformity Assessment & Resource Expert in the PV Sector of the US National Committee of the IECRE".

This will give the board and members the option to go out and find 3 properly qualified bids that would allow for a rebuildable system to cut electrical costs in a substantial manner. I have worked in the solar industry for four decades, been a contractor during 32 years of that time and primarily consult, write books and articles on the topics. All this can be accomplished in phases or built as a single project.

**CURRENT EMPLOYMENT:** The Energy Doctor LLC, (DBA) High Performance PV

**QUALIFYING EXPERIENCE:** 42 years of consulting and construction in the solar and energy industry, Master's Degree in Architecture, Energy and Environmental Planning, PhD in Management Principles. US and International Energy Systems Consultant and published author.

**OBJECTIVE:** Reduce property Energy Costs for owners to control maintenance fees and prepare for onsite electrical vehicle (EV) charging for members and guests

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## Mark Stapp

Scottsdale, AZ

**EDUCATION:** BA Urban Design, MA Urban Econ, PhD. Community Wellness

**CURRENT EMPLOYMENT:** Arizona State University

**QUALIFYING EXPERIENCE:** 42 yr. planning, developing, owning and mg. various types of real estate

**OBJECTIVES:** Ensure asset value is maintained & property remains highly competitive