

**November 12, 2011
Homeowners General Assembly Meeting**

BALLOT DETAIL

- Motion #1:** Move to waive reading the Notice of the Meeting. This motion eliminates the need to read the Notice of Meeting into the record.
- Motion #2:** Move to approve the Notice of Meeting.
- Motion #3:** Move to approve the Agenda.
- Motion #4:** Move to waive reading Minutes of the April 30, 2011 General Assembly Meeting. This motion eliminates the need to read the Minutes into the record.
- Motion #5:** Move to approve Minutes of the April 30, 2011 General Assembly Meeting.
- Motion #6:** Elect four (4) members to the Board of Directors (BOD).

**Candidates for the Board of Directors
Vote for only FOUR (4)**

Bart Cuomo (B-304). Incumbent Director. I have been an owner at Marina Sol since 1987 as an original owner in the A Building. Presently, my wife, Maureen, and I own two units in the B Building after recently selling our unit in the A Building. I visit Cabo 4-6 times per year and spend approximately 40 days a year at Marina Sol.

I have extensive experience in resort property management, condominium association management and in financial management as I own and operate Vail Realty, Inc. in Vail, Colorado. Vail Realty specializes in the management and sales of resort condominium properties in America's premier ski resort. I presently serve on three condominium HOA boards in Vail and Beaver Creek. I am also a Certified Public Accountant. Prior to moving to Vail, I worked as a management consultant with the international CPA firm of Peat, Marwick Mitchell (presently known as KPMG) in Denver, Colorado. I have a Bachelors Degree in Accounting and a Masters in Business Administration (MBA) from the University of Utah.

I have served on the Marina Sol Board for several years and believe that I have been fair and impartial in making decisions in the best interest of Marina Sol. While on the Board, myself along with fellow Board-members have overseen significant upgrades to our property along with making significant financial strides even in these troubled economic times. Most importantly, I love Marina Sol and would like to continue to be involved in overseeing our fantastic property.

Bill Fawthrop (A-506). Incumbent Director. I have served on prior boards at Marina Sol. I have been a homeowner here since 1995 and have 36 years in the construction industry. Since being involved with the Board at Marina Sol the last few years, many changes to the appearance have taken place which has helped all the homeowners in bringing the value of Marina Sol up. There are still many things to be done at Marina

Sol and I would like to continue working for the homeowners in making Marina Sol a home that everyone enjoys while we are in Mexico and at the same time still keeping our budget in line.

Janice Fawthrop (D-104). My name is Janice Fawthrop and I have been an owner at Marina Sol for over 17 years. My Condo is D-104. My experience is as follows: 22yrs as a Manager on secret programs. I oversaw facilities, stores, logistics and tooling. I served on the Marina Sol board and was President of the Vigilance for over 6 years. I believe that I was an asset to the residents then and still can be an asset because I work for all of the residents and not just the few. My mother has recently passed away and so I have more time to spend in Cabo.

Adrienne Kenlan (D-105). I have been an owner for *over 20 years and believe* that I can contribute much to the community, My main concern is enhancing the environment and increasing our property values, while reducing expenses, I believe that this is possible with careful evaluation of income and expenses, utilizing my extensive experience in business, previous board, and international marketing.

Henry Penney (A-509). Incumbent Director. Henry is the Associate Broker/General Manager of Penco Properties, a family owned real estate investment and property management company with holdings in five western states. Prior to assuming this position in 1990, he spent the previous ten years as a commercial bank officer with the National Bank of Alaska (now Wells Fargo). In addition to work responsibilities, Henry serves as a Director, Alaska Center for the Performing Arts, Inc.; President/Director, Anchorage Mayor's Charity Ball, Inc.; Director, Anchorage Museum Foundation Board; and Member, Building Owners and Managers Association. Previously, Henry has served as Chair of the Planning & Zoning Commission and the Platting Board for the Municipality of Anchorage, Director and past President of the Woodside East Homeowners Association (163 units); in addition to positions on over a dozen other civic organizations. Henry has a Bachelor of Science degree in business administration from Southern Oregon University and is happily married to Juna.

Lisa Seace (A-611). Incumbent Director. My husband John and I became Marina Sol Homeowners in 2001. We enjoy being here and hope to spend more time each year. I have extensive experience in real estate and property management. I have served on many Boards as President, Vice President, and Director. I have also served on the Marina Sol Board as Director and Secretary. My approach to this job is to listen to everyone, and then make my own decision, based on what will be best for all of our Homeowners. I hope you will consider returning me to the Board, to continue the work which still needs to be done.

Karen Will (A-406). The Will family has owned here at Marina Sol since 1995. Karen Will has been a Licensed Canadian Realtor since 1989 and has extensive knowledge, experience and training in all areas of Strata ownership. Karen is a committed community volunteer who has served on many committees, boards and strata executives over the past few decades. She is highly experienced at dealing with the

many personalities, agendas and objectives that are typically present in a large and diverse group of people and is able to come to common ground in an intellectual, positive and calm manner that will serve the better purpose for everyone. She is a hard worker and gets the job done! Karen Will offers a fresh and objective selection for your 2011 HOA board and will always work in a professional, friendly and competent manner.

Motion #7: Move to approve the budget.

Budget

The 2012 budget has been prepared based on August 31, 2011 year-to-date revenues and expenses (the most current available) “annualized” to forecast the full year. This year the BOD has included the last four full years of income and expenses for comparison purposes.

The draft budget (No. 5) emailed to owners before the meeting may be subject to very minor changes. The final operating budget will be presented at the General Assembly meeting.

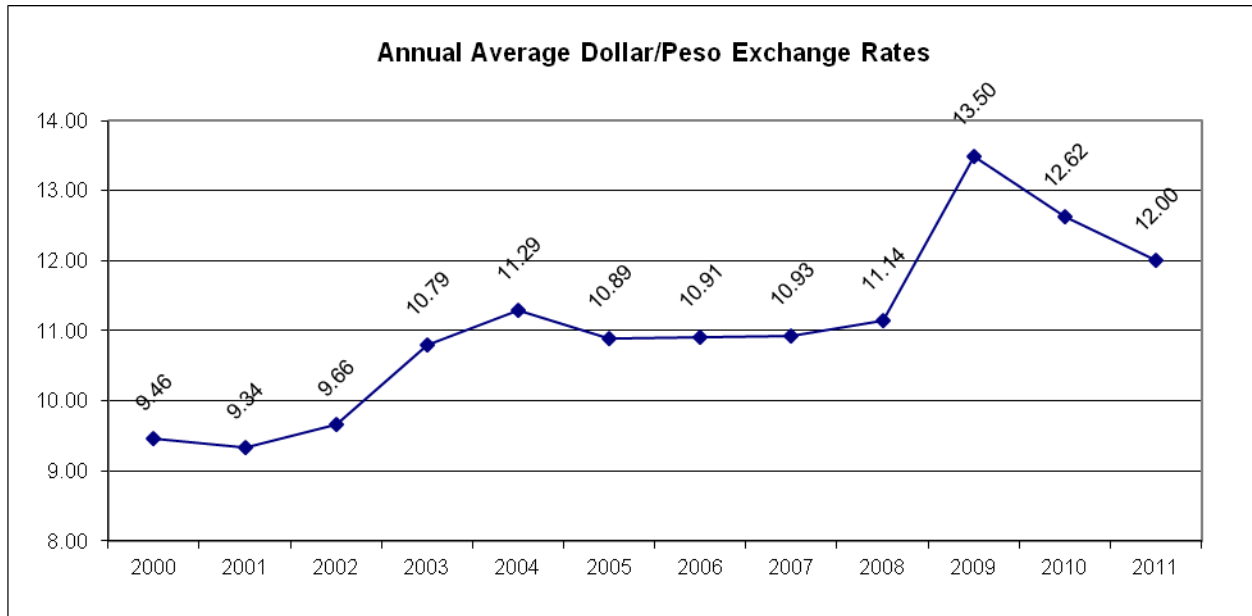
Marina Sol employees have not had a salary adjustment in four years. As proposed, the budget includes a small increase in employee compensation and work clothing in addition to fully funding employee meals.

Stationary gas (propane) costs have gone up significantly in the last year necessitating the budget increase. The BOD plans to examine solar alternatives to minimize future gas expense.

Two years ago the board established the Employee Retirement Fund to meet government mandated costs upon retirement or termination of employees. These funds have been set aside and used only for expenses associated with departing employees.

Several water pumps went out during the year driving up this expense. The funds have been replaced from reserves.

The budget has been prepared in pesos, the currency of day to day operations at Marina Sol. Maintenance fees are billed to Owners in dollars, so the dollar/peso exchange rate is an important component of the budget process. As seen on the chart below, average full year exchange rates from 2003 through 2008 have hovered in the 11 peso to one dollar range before spiking. To be conservative, budgets for the prior four years were approved using an exchange rate of 11 to one. During 2011, rates ranged from 12.25 to one on January 3rd to a low of 11.51 on May 2nd back up to the mid 13 range in recent weeks. Given higher exchange rates over the last three years, the BOD prepared the 2011 dollar budget using an exchange rate of 11.5 to one.



Peso exchange rates obtained from US Federal Reserve Bank

Maintenance fees billed for 2011 were \$.2841 per foot per month. As proposed, maintenance fees for 2012 would drop to \$.2676, a reduction of 5.7%. As previously noted, the draft budget (No. 5) emailed to owners before the meeting may be subject to very minor changes. The final operating budget will be presented at the General Assembly meeting.

Motion #8: Eliminate the spring General Assembly meetings.

Several owners have questioned the need for a general assembly meeting in the spring. As a result, the BOD is putting the question before the owners.

Straw Poll: Guests and owners alike must pass through the lobby. It is the first thing they see when arriving and the last when departing. It is both the first and last impression. The look of Marina Sol has been improved over the last three years; we must now address the lobby. The straw poll is not a formal vote; it is merely to provide some direction to the board.