



Welcome

2026
Sea Pines
Annual Meeting

Agenda

Call to Order

Procedural Items & Protocol

Introductions

Election Results

Major Projects Update

Operational/Reserve Finances

Committee Reports

Managing Agent Report

Community Recognition

Adjournment

Remembering

Betty Healy

Mary Leone

Keith Marden

Anne Smaglia

Mark Vandercar

Bill Davis (Mercantile)

Procedural
Items

- ✓ Proof of Notice
- ✓ Confirmation of Quorum
- ✓ Approval of 2025
Annual Meeting Minutes

Protocol

Facilities Management Board (FMB)

Phase I

Landing Lane

Melissa Oomer

Donna Prescott

Ekrem Soylemez

Phase II

Grove Lane

Mark Flanagan

Kathleen Latshaw

Peter Smiledge

Phase III

Duneward, Hollow, Friendship

Carol Austin

Bill Dennett

Bob Smaglia

Phase IV

Knoll, Overlook, Sea Pines Drive

Dawn Giglio

B.A. Harris

Bob Wiesel

Duties

Represent owners

Oversee property maintenance

Develop & manage budgets

Establish maintenance fees

Obtain insurance

Establish rules and regulations

Work with managing agent, and

....."everything else necessary for the sound management of the property"

2026 FMB Election Results

Phase I Melissa Oomer

Phase II Mark Flanagan

Phase III Bill Dennett

Phase IV Dawn Giglio

2026-2027 FMB Officers

President

Peter Smiledge

Vice President

Dawn Giglio

Treasurer

Bill Dennett

Clerk

Sophia Sayigh

Committee Chairs

Grounds: Mary Hintz
Clubhouse: Carol Austin
Tennis: Patty Manko
Beach }
Bluff } Bob Wiesel
Boating }

Managing
Agent

Mercantile Property Management

President & CEO: Ryan McGowan

Portfolio Manager: Scott Anthony

On site team: Jeff Harrington

Ken Norman

Roof Replacement

30+ years old

Multi-year

Total cost \$1.8m+

Grove Lane 2026

Landing Lane 2027/2028

Fall implementation

Tree work year prior

35-40% increase - materials

Painting

Some areas 15+ years

Annual cycle by street

Knoll Lane 2026

Both buildings & trim

Standardized colors

Budget ↑ to \$120k per year

Super job... Jeff & Kenny!

Renovated Guardhouse



Lower Recreation Area (LRA)

Dawn Giglio



LRA Committee

Dawn Giglio (chair)

Bob Wiesel

Bill Dennett

Patty Manko

Susan O'Leary

Objectives

Eliminate eyesore

Renew recreation area

Retain hardscape footprint

Requirements

Multi-purpose/flexible/value add

Reversible

Conservation compliant

Feasible and affordable

Plan

Cover tennis courts with artificial turf

Create a multi-use recreation area

Retain current footprint & fencing

Replace retaining wall





Benefits

Preservation of asset

Elimination of an
eyesore/safety hazard

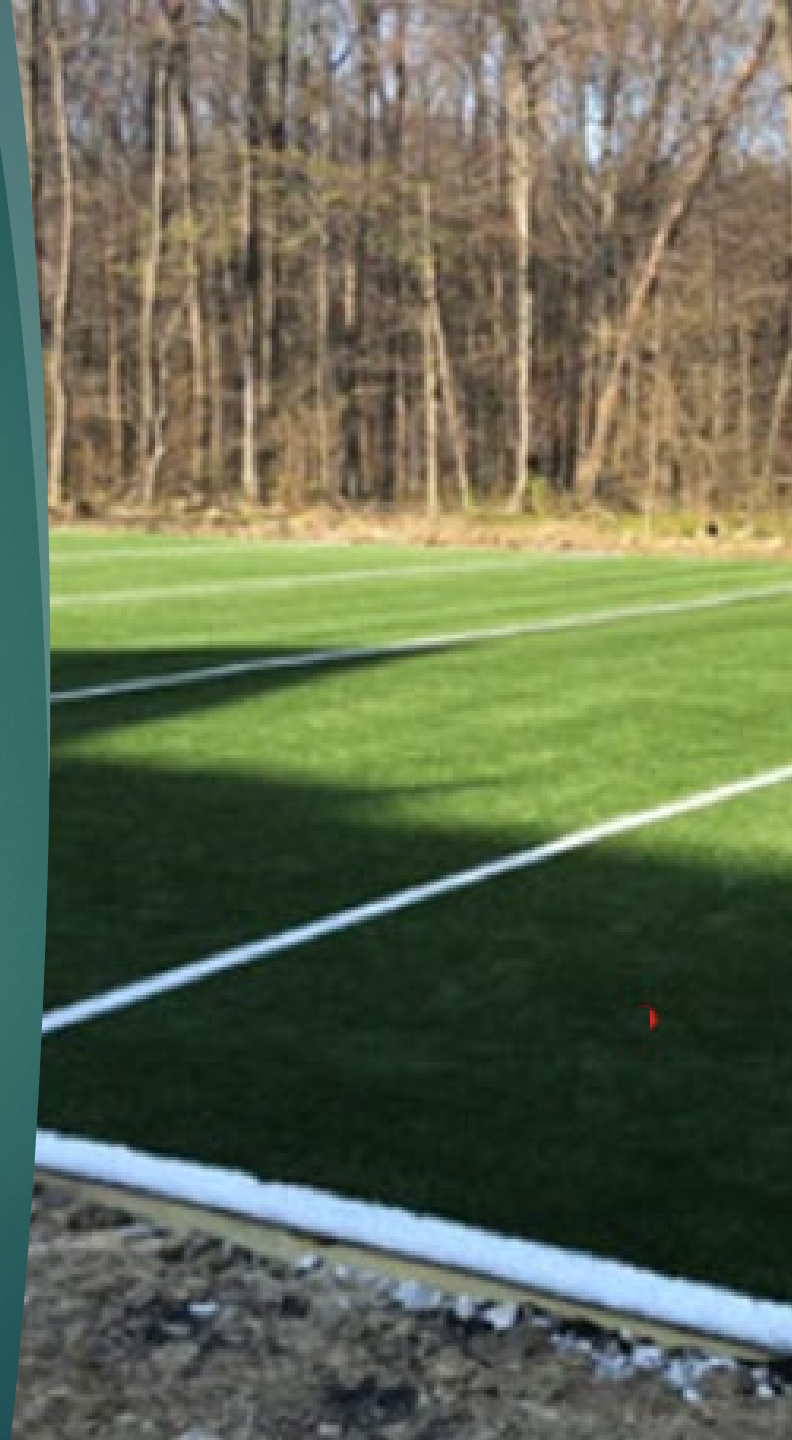
Reversible

Multiple uses

Flexible configuration

Modest cost

Low maintenance



Timeline

Design—underway

Conservation commission review and approval—underway

Final FMB approval—summer 2026

Initial work—fall 2026

Installation work—spring 2027

Available—July 4th 2027

Cost and Funding

\$150-175,000

\$50,000 in 2026

\$100-125,000 in 2027

~30% of tennis court refurbishment

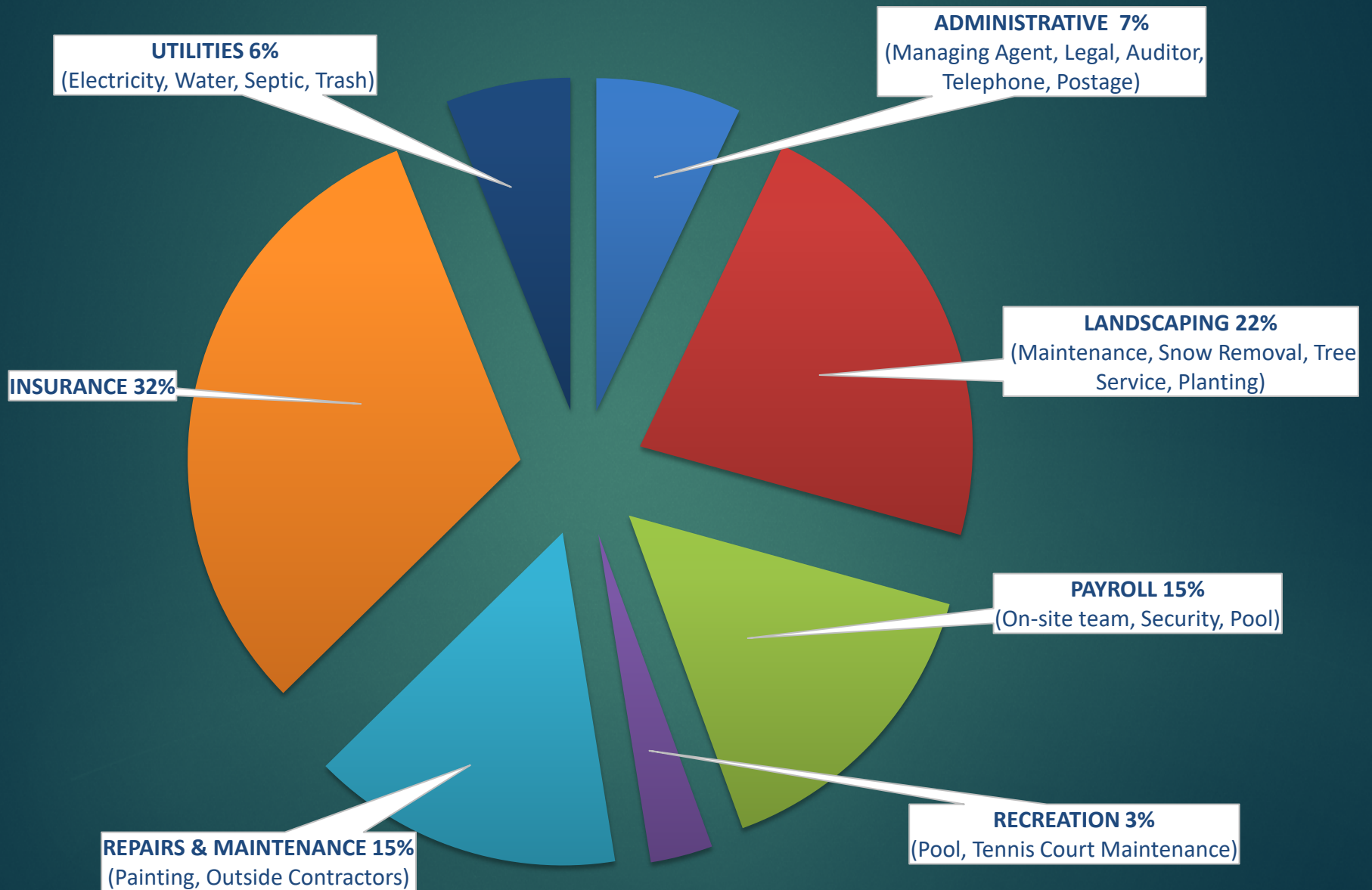
Fully funded in reserve plan

No assessment or additional fees

Financial
Report

Operating budget
Reserve plan

Operating Budget



2025 Operating Budget Results (\$000's)

| | Actual | Budget | Variance | |
|------------------------|--------|--------|----------|-------|
| Revenue | 1,613 | 1,613 | 0 | 0% |
| Expenses | 1,615 | 1,613 | (2) | <0.1% |
| Reserve Fund Balance | 161* | | | |
| Insurance Fund Balance | 207* | | | |

*Year end balance

2026 Budget (\$000s)

| | 2025 | 2026 | Change | % |
|----------|-------|-------|--------|----|
| Income | 1,613 | 1,629 | 16 | 1% |
| Expenses | 1,613 | 1,629 | 16 | 1% |

Budget Challenge: Winter Storms



Sea Pines Drive February 24th

Storm Budget Impact

| | <u>Budget</u> | <u>Actual</u> |
|-------------------------|---------------|---------------|
| Snow Removal | \$15,000 | \$61,070 |
| Tree work | \$60,000 | \$76,628 |
| Projected 2026 variance | | (\$62,698) |

Special Assessment

One-time \$75,000

Covers projected overage

Planned projects remain on track

Adequate reserve balance maintained

Approximately 50% of your monthly fee *

Payment due July

*based on percent ownership 0.435-1.102 %

Reserve Fund

Purpose:

Major maintenance, repair, or replacement

Sea Pines Objective:

Fully fund all anticipated expenses, and maintain \$250,000 balance for unanticipated expenses

Fund Source:

~15-20% of maintenance fees

2026-2035 Major Reserve Expenses (\$000s)

| | | |
|-----------------------|-----------|-------|
| Roof replacement | 2026-28 | 653 |
| Lower recreation area | 2026-27 | 150 |
| Upper decks | 2027-28 | 170 |
| Landscaping | 2029-32 | 500 |
| Local street lighting | 2029-30 | 170 |
| Paving | 2031-35 | 2,000 |
| Septic | As needed | 300 |



Reserve Plan (Summary)

| | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 2035 |
|-------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|--------------|--------------|
| Planned Expenses | | | | | | | | | | |
| Roofing | 273 | 175 | 175 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Decks | 273 | 85 | 85 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Clubhouse | 0 | 10 | 0 | 10 | 0 | 10 | 0 | 10 | 0 | 0 |
| Septic/Water Systems | 0 | 0 | 0 | 6 | 50 | 56 | 50 | 57 | 50 | 120 |
| Lighting | 0 | 0 | 0 | 75 | 75 | 0 | 0 | 0 | 0 | 0 |
| Repaving | 0 | 0 | 0 | 0 | 0 | 400 | 400 | 400 | 400 | 400 |
| Recreational Areas | 50 | 150 | 0 | 0 | 50 | 0 | 0 | 0 | 0 | 0 |
| Grounds | 15 | 43 | 41 | 166 | 150 | 125 | 125 | 0 | 0 | 0 |
| Other | 0 | 14 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 611 | 477 | 301 | 257 | 325 | 591 | 575 | 467 | 450 | 520 |
| Balances | | | | | | | | | | |
| Beginning Balance | 161 | 284 | 231 | 321 | 425 | 553 | 528 | 585 | 821 | 1,148 |
| Contribution | 461 | 340 | 391 | 446 | 504 | 566 | 632 | 702 | 777 | 857 |
| (Reserve Expenditures) | (338) | (392) | (301) | (342) | (375) | (591) | (575) | (467) | (450) | (520) |
| Year End Balance | 284 | 231 | 321 | 425 | 553 | 528 | 585 | 821 | 1,148 | 1,485 |
| Reserve Balance Target | 256 | 263 | 269 | 276 | 283 | 290 | 297 | 305 | 312 | 320 |

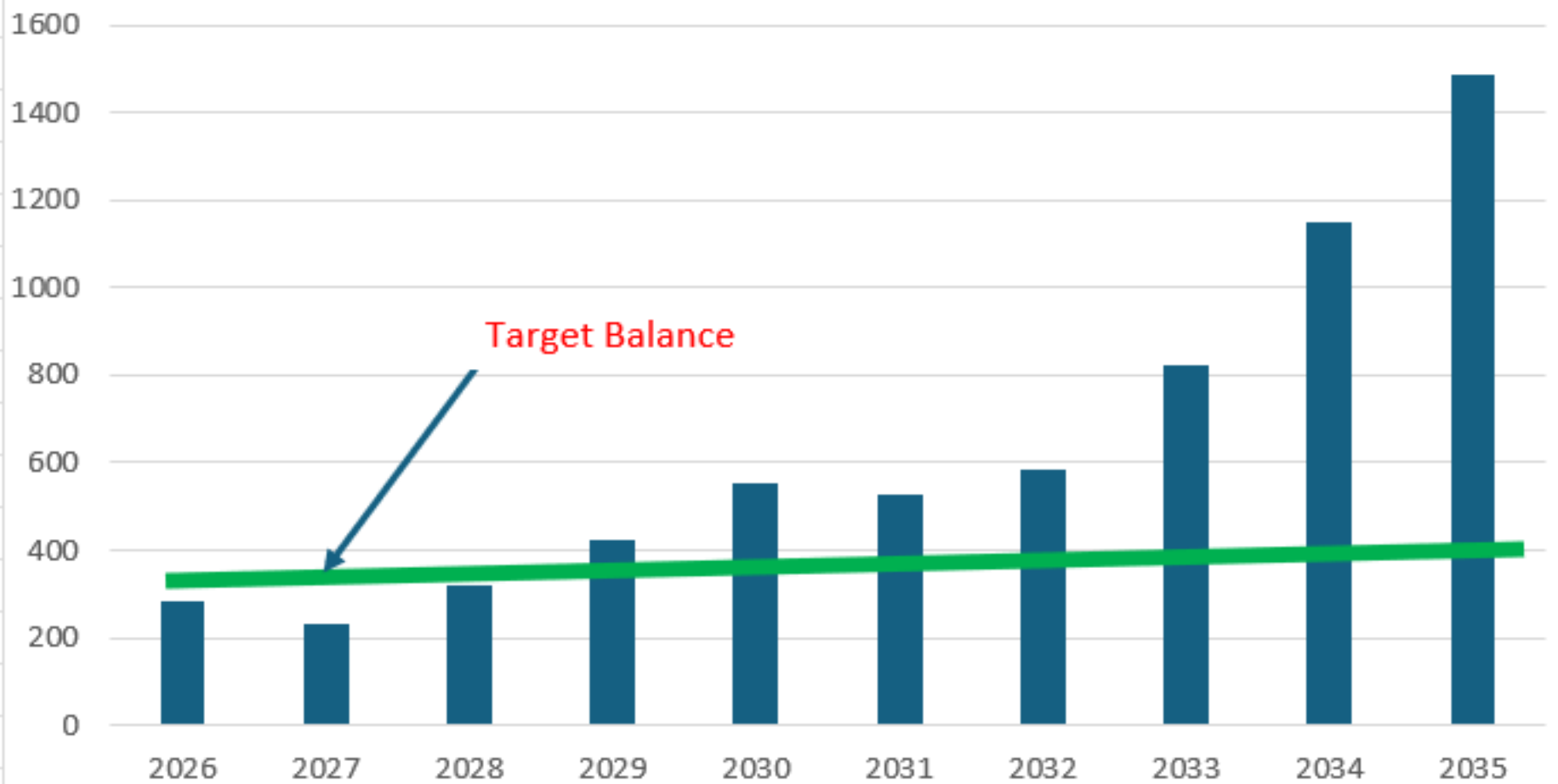
Reserve Account Tracking Report*

| Project | | | Status | Expense | | | | | | Current Year | |
|------------------------|-----------------|--------------|---------|------------------------|------------------|--------------|----------------------|-------------------------|-------------------------------|--------------------|-------------------|
| Location | Description | FMB Approval | Status | Planned/Approved Spend | Paid this Period | Paid to Date | Remaining Amount Due | Total Projected Expense | Variance from Approved Amount | YTD Actual Expense | Projected Expense |
| Grove Lane & Clubhouse | Roofing | Pending | On plan | 273 | 0 | 0 | 0 | 273 | | | 273 |
| Lower Recreation Area | Phase I | Pending | On plan | 50 | 0 | 0 | 0 | 50 | | | 50 |
| Lower Recreation Area | Retaining Walls | Pending | On plan | 15 | 0 | 0 | 0 | 15 | | | 15 |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| * \$000s | | | | | | | | | | | |
| Total | | | | | | | | | | 0 | 338 |

2026 Reserve Projection (\$000s)

| | |
|------------------|------------|
| Starting balance | 161 |
| Contribution | 461 |
| Expenses | (338) |
| Year-end balance | 284 |

Projected Reserve Balances (\$000s)





Grounds Committee Report

Mary Hintz

Members

Don Deneen

Tina Glaser

Elisabeth James

Patty Lipscomb

Donna Prescott

Christine Lord

Olwen Saint

Mary Hintz, Chair

Duties

Oversee the maintenance of buildings and grounds

Review and approve variance requests

Meetings

2nd Monday of the month

In-person at clubhouse

Virtual via Zoom

Published agenda & minutes

Unit Owner question period

2025
Initiatives

Sea Pines entry
Street entry sightlines

Variances

Required for

- Exterior or common area changes
- Major changes to interior

Consult Sea Pines website for specifics

Submit Notice of Intent for interior non-variance work

Variance Tips

Plan ahead—variances need to be submitted 14 days prior to meeting

Consult Sea Pines website

Seek guidance from committee

Follow approved plant list

Provide all required information

Include drawings when appropriate

Include contractor insurance certificate

Large projects require detailed plan

Notify abutters

Solar projects require separate variance



Clubhouse Committee Report

Carol Austin

Members

Carol Austin, Chair

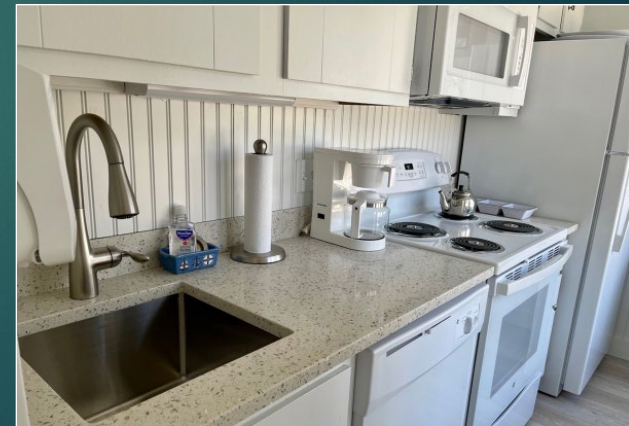
Kay Conrad

BA Harris

Marcia Nugent

Event space up to 40 people
Reservable with deposit
Lounge area
Moveable tables & stacking chairs
Wi-Fi & large screen TV
Full kitchen

Common Room/ Kitchen



Fitness room
Professional equipment
Foyer lending library
Automatic defibrillator

Fitness
Room/
Foyer



Sea Pines Pool

Pool hours 7am-9pm
No lifeguard on duty
Pool attendant
Showers and restrooms via
exterior access
Posted rules



Mailbox facility
EV chargers

Additional
Amenities





Tennis Committee Report

Patty Manko

Members



Henry Pescatore, Honorary
Captain

Patty Manko, Chair

Update & Reminders

Tennis round robin

Pickleball drop in - Sunday 10 am

Use the Skedda scheduling
system

Check the website:

www.seapinesbrewster.com

Tennis Round Robin

Henry Pescatore - captain

henry.pescatore@gmail.com to be added to Sign-up Genius

Major success!

Oversubscribed each week – 8 players + 4

Player pairings are random

Focus is on fun

It's a thing: *The Saturday Stroll* on Sea Pines Drive

Sign up for courts on the Skedda System

Pickleball

Court 2 lined and available for 2 pickleball or 1 tennis game

Hours: 9 am to 4 pm

Approved equipment only - provided at court

Sign up on the Skedda system to book courts

Sea Pines Pickleball Round Robin – 10 AM drop-in

Sea Pines Pickleball Clinics w/ HP – Same!



Beach, Bluff, & Boating Committees Report

Bob Wiesel

Members

Beach

H. Dykens

D. Giglio*

S. Lesser

B. Wiesel, Chair

Bluff

S. Loffredo

J. Riccardi

L. Smiledge

B. Wiesel, Chair

Boating

B. Grottkau

B. Wiesel, Chair

*Beach fire coordinator

Duties

Bluff : Enhance stability of coastal bank and remove invasive vegetation

Beach: Keep beach clean of ocean-deposited and other debris

Boating: Manage boat mooring field, kayak rack, boat storage area

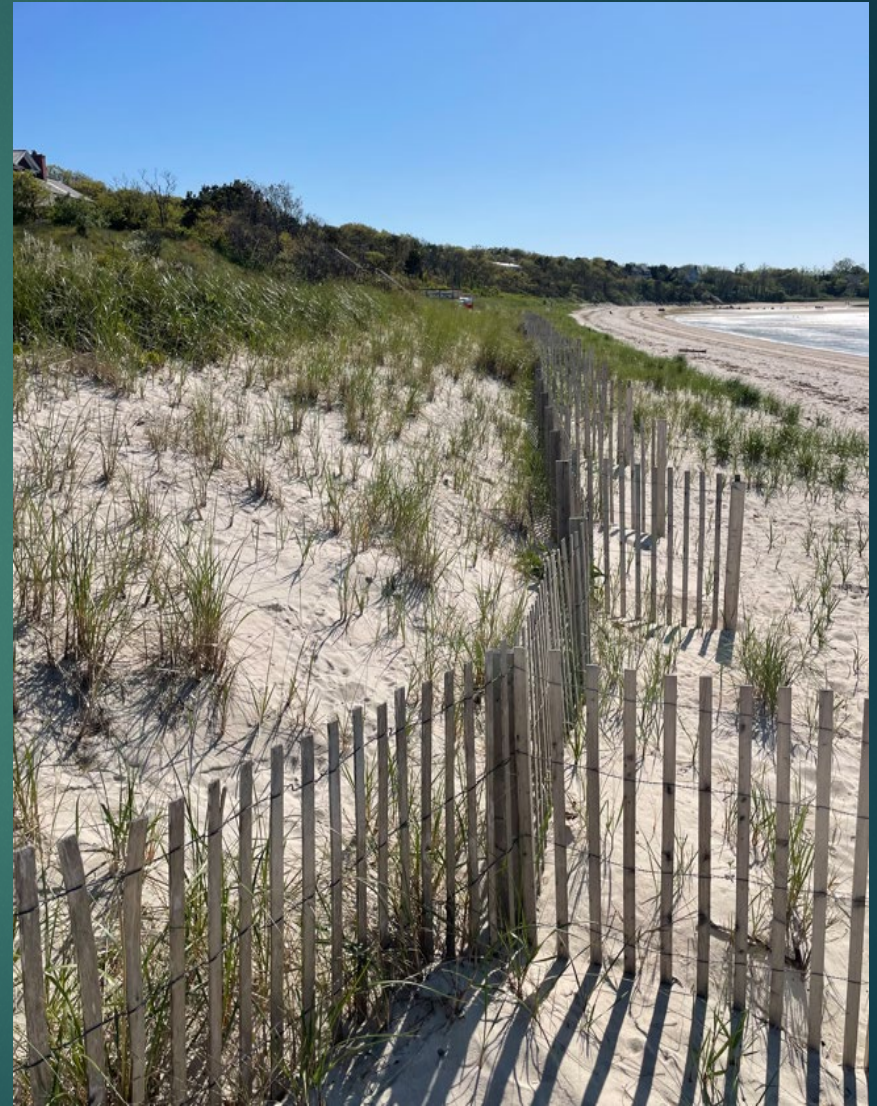
Sea Pines Beach – Our Greatest Asset



Sea Pines Beach – Our Greatest Asset



Sea Pines Beach – Our Greatest Asset





Managing Agent

Mercantile
Property
Management

MPM
Sea
Pines
Team

Portfolio Manager:

Scott Anthony, Portfolio Manager

Office Staff:

Carolyn Dickey, Maintenance Coordinator

Tara Facchiano, Account Administrator

Site Staff:

Jeff Harrington, Maintenance Supervisor (Since 1989)

Kenny Norman, Maintenance Staff
(Since 2000)

MPM
Sea
Pines
Team

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Kenny Norman, Maintenance Staff
(Since 2000)

MPM
Sea Pines
Portfolio
Manager

Scott
Anthony

Born and raised in Orleans

Resident of Brewster for 40 years

Corcoran Jennison (1980-1990)

Cape Cod Management (1990-2003)

Ponderosa Property Management (2004-2024)

Mercantile Property Management (2024)

MPM
Sea Pines
Portfolio
Manager

Portfolio manager responsibilities

Manage day-to-day operations

Support sound financial
management

Ensure proactive property
maintenance plans

Assist Unit Owners in any way
possible

Celebrating 38 years of providing professional management services

35 Years Working with the Sea Pines community

Our thanks to everyone for the great relationship we have grown over the years, and we look forward to many more years to come

From all of us here at Mercantile Property Management, we thank you for your continued business!

Thank you!

Important Insurance Reminders

Water damage #1 condo insurance claim

Several occurrences at Sea Pines

Please remember:

Replace your water heater after 10 years

When away:

- Set thermostat at 55°

- Turn off water off

Special
Recognition

Committee members

FMB members

Hugh Dykens

Dawn Giglio

Marcia & Dave Nugent

Sophia Sayigh

Judy Tarr

Thank you!

Adjournment

Have a Great
Summer!

