

**Approved 11-9-2009**

**EAGLE'S NEST ON MARCO BEACH  
TELECONFERENCE INSURANCE MEETING  
TUESDAY, MAY 12, 2009**

The meeting was called to order at 1:06 p.m. by President Pat Doherty. Board members in attendance via telephone were: Pat Doherty, Bob Kelsey, Mitch Moore and Jon Udell. Attending from Hilton Grand Vacations (HGV) via telephone were: Andy Burchak – Risk Management Director – HHC, Randy Piatt – Regional Vice President Resort Operations, Lael Kilpatrick – Regional Manager Resort Operations and Riki Martin – Administrative Assistant and Acting Recording Secretary for this meeting.

Mr. Doherty stated his observations:

- Insurance renewal contract date with Hilton Grand Vacations is June 1.
- The Board of Directors agreed at the November 10, 2008 budget meeting to go out to bid for independent insurance coverage. Mr. Moore and Mr. Udell were appointed to work on the insurance bids.
- Mrs. Fohlbrook had email correspondence with Andy Burchak on March 9, 2009.
- Mr. Doherty spoke to Ms. Kilpatrick on April 30 and she stated there could possibly be a 10 – 15% increase in insurance, but nothing is known at this time.

Mr. Doherty turned the discussion over to Mr. Moore.

Brown & Brown Insurance has provided a proposal for insurance coverage for the resort. The proposal does not include coverage for landscaping or maintenance reimbursement fees.

Mr. Piatt stated that Hilton Grand Vacations had interviewed four brokers, Gallagher, AON, Alliant and Marsh. Marsh was chosen for 2009 – 2010 policy. They also cover Hilton Hotels Corporation (HHC) with a separate policy and Hilton Grand Vacations will be marketed in conjunction with HHC although HGV policy will be independent from HHC. There will be no drop in coverage in any area and will include replacement value coverage, maintenance fee coverage, buy-down coverage and landscaping coverage. Brokerage fee and risk management pro rata share are the only two cost beyond what the insurance company charges HGV.

A concern of the Board is if Eagle's Nest opts out of the HGV insurance coverage can they get back in at a later date.

Mr. Burchak will provide the Board of Directors with areas of concern in the Brown & Brown proposal in a bullet summary and a copy of his insurance spread sheet.

Meeting adjourned at 2:10 p.m.

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