

FHPOA Board of Directors Accomplishments in Two Years – 2021-2023

1-5-2024

Financial Perspective

- This board decided to run this \$4 million-dollar incorporated community like a business.
 - Started viewing the amenities from the 385 purchases as revenue generating businesses.
 - Harbour Pointe Golf Club, The Pointe Restaurant, Shoreline Marina
 - Created standalone P&L statements for each of our of these businesses
 - Negotiated a new contract not just a Golf management contract but a community management contract.
 - We found creative ways to increase revenue and reduce liability.
 - Appealed with the tax department on each reappraised POA owned lot and won 95% of the 62 appeals and reduced our tax exposure by **\$333,750**.
 - Began the legal argument that certain common properties which are NOT amenities are being used as potential profit centers and as such can help offset POA dues for its members should be TAX EXEMPT. That's another potential **\$1.9 million** in tax exposure reduction.
 - Use Economies of Scale when doing infrastructure projects
 - Instead of parsing out this money for every committee each new budget cycle, those funds rotate so you are making an impact vs. patching everything.
 - Each committee still gets its average yearly run rate for needed repairs and contingencies but in their designated year gets a bigger bang for the buck when making large improvements.
 - Last year was Roads and Streets. They paved all of Santa Lucia, Spinnaker, ½ of Canavan, the entrances to the community, dog park and pickleball, Truist/ATM parking area, expansion for food trucks, 4 Golf Cart paths at Harbour Pointe and Red Sail Park went from dirt to asphalt parking.
 - This Year will be Waterfront. Birdland Marina will be built using hog slats for the dock and finger piers. Plus, nearly 500' of Navy-Style flat panel seawall. Both projects are using new materials and methods. These commercial applications can be an option to homeowners in the future.
 - Revenue generating ideas that were implemented.
 - Rotating art at the Pointe
 - Curbside pickup
 - Lunch Box Program
 - Special Events at the Pointe
 - Palm Trees
 - Mosquito Program
 - Golf Membership Packages
 - Land Development Fee (effective July 1st.)
 - Tennis/Pickleball Lessons

- International Night
 - Top Shelf Spirits
 - 240 Club
 - New Merchandise w/ new logos
- Selling excess POA properties to help pay down the 385 loan
- Purchase of Broad Creek Road property to advertising FH and to potentially lease the land as an income generating venture.

Rebrand and Refresh

- Developed a new logo for Fairfield Harbour to represent positive growth and new direction.
 - Installed new signage throughout the community.
- Developed a new logo for the Pointe Restaurant to position it as a friendly, neighborhood pub where “Everybody knows your name.”
 - Completely renovated the Pointe Restaurant with new server station, enclosed with a shiplap exterior, new paint, new carpet and flooring, top shelf liquors. The new carpet, tablecloths and baffles help absorb sound and improve acoustics.
 - Started a Rotating Art Program with FH artist displaying their work.
 - Special events include bands every Thursday night, dinner theater, Roaring 20s party, Halloween parties, NFL ticket and more.
 - Installed exterior landscape lighting and sidewalk to parking lot
- Harbour Pointe Golf Club
 - New Golf cart paths
 - Exterior landscape lighting
 - Hydration station
 - Tidy up and secure your golf and restaurant equipment under the cart barn
 - New Golf Carts
 - Update the HPGC website.
- Improve communication through the Beacon.
- Launch advertising campaigns to promote HPGC and The Pointe.

Land Development and Building

- Developed two-step process that solved two major problems.
 - First comes the land This makes sure any development doesn’t affect the delicate balance of our current stormwater system and becomes an integral part of the solution.
 - By doing this part first it’s not an afterthought or not completed at ALL ... especially after the builder has sold the home.
 - And lastly, it’s an option for people to prepare their property for future development and a likely sale without having to submit fake building plans.

Safety

- FH is considered one of the safest communities in Craven County according to Sherrif Chip Hughes. FHPOA is committed to keeping it that way by reducing the speed limit to the nationwide community standard limit – 30 mph and enforcing the speed limit.

- Established a Craven County Sheriff's Office substation on Campus for selected administrative needs and increase the level of safety.

Fiber

- Partnering with a private company to build our own Fiber Network
 - All network equipment will be on our campus.
 - Provision for CCTV at key entry points and common areas
 - Enables RFID technologies.
- Basic Package - \$119.99 per month, *Plus, taxes and government fees
 - Internet speed of 300 mbps
 - True symmetry. This means BOTH down and uploads. No more throttling at peak times and inconsistent speeds
 - 70 Cable Stations on the Dish Network
 - Beamed to central location on campus No dish on your house
 - Unlimited Calling
 - In the event of emergency responders have your location.
 - Any Increase will be capped at 4% per year
 - This private network hasn't exercised this in a decade
 - Extras like ESPN, HBO and Premium Channels are ala carte.
- This partnership has the potential of \$250,000 annually
 - If the entire Community gets on board and support your OWN network the number will be north of \$600,000 annually

55+ Community

- The community within a community will consist of 50 upscale, one-level homes with exquisite landscaping. The Board of Directors of the Fairfield Harbour Property Owners Association issued a Request for Proposal (RFP) seeking residential community developer(s) to prepare and construct single-family patio homes and infrastructure for a gated, age-restricted community on lots within the greater Fairfield Harbour community. The area in green along the pond area is the location of the future development off Caracara Drive.
- The FHPOA intends to sell the land to the successful bidder with a deed restriction to ensure the goals of the FHPOA and vision for the new subdivision are achieved. The FHPOA will retain ownership of the common areas and all approval rights related to the project, from design to marketing and final sale.
- Additional revenue stream to keep dues down by selling the land, eliminating FHPOA taxes on that land, and collecting POA/HOA dues from the 50 new homes. \$15K/lot x 50 lots = \$750K.
 - Based on projections, more than \$60,000 in POA dues would go BACK into the community's revenues to maintain and improve the community.