



To All Excelsior Owners:

The Board of Directors is proposing a Special Assessment broken down into three segments. The appropriate back up for each segment is attached.

Segment 1 deals with our cash shortage. As you will recall we had announced previously there would be an operating deficit for 2023 of an estimated amount of \$64,000 pending the final review by the accountant. Last years' special assessment included \$395 a unit to repay reserves what we borrowed to pay the insurance. The accountant has reclassified that amount to operating which effectively wiped out the deficit. This was a good thing from a financial statement standpoint with banks and prospective new owners. However, this left us with not enough cash to repay reserves. Since the review took 6 months to complete and I had already transferred money to reserves (Reserves are fully funded for 2023), that left us short on operating money for 2024 and money to start funding the 2024 reserves. Schedule 1 is a breakdown of our projected expenses and cash flow to 10/1/2024. Basically, it is the 2023 deficit and the current deficit to date.

Segment 2 consists of the items that were overbudgeted or not budgeted. Tree trimming will exceed the budgeted amount even after obtaining a quote and hiring a new tree trimmer. We could put on hold mangrove trimming and some other items, but this really needs to be done. City Wide was not budgeted since they were hired after the 2024 Budget was approved. Their services have been eliminated with the hiring of extra maintenance staff. The SIRS study is the new Reserve study required by law and again was not known before the 2024 budget was set. Irrigation Maintenance is the estimated amount over budget to replace the older portions of our system not in working order.

Segment 3 are new items for consideration. As you all know, the FOB system has cost many hours on Dan's part and IT technicians. The bottom line is the system needs to be upgraded at a cost of over \$20,000. The REC will be contributing a large portion of this cost as the renter FOBs require more work. Several quotes were obtained, and CIA is the committee recommendation. The situation with the sod was caused by the drought of the summer of 2023. We could postpone this until 2024 but it needs to be done. The better time to do this is now with the summer rains. Some have come back but many areas are now just weeds. The upgrade to the irrigation system will ensure that all areas of new sod will be reached by irrigation. The committee asked several other companies to quote but all declined. The estimates for each item are attached.

The Board feels this is a necessary assessment to bring our Reserves and Cash flow in line, address our overbudget items and keep the property up to the standards we all expect.

The Board of Directors

Cash Projection to 10/1/2024

Cash Outflow

Monthly Expenses	\$75,390x2 =	150,780
Reserve Shortgage 1st &2nd Qtr		87,700
3rd Qtr Reserve Funding		69,750
Other Expenses-Est		25,000
Flood Insurance August		5,000
Total		338,230

Cash Inflow

Cash in Bank 7/26		147,552
REC Payments \$22,334 x2=		44,668
REC Contribution		47,062
A/ R net of Armstrong Landri		16,269
Total		255,551

Shortage 82,679 498 unit

Note: \$33,000 is due Piper Fire but will be paid out of reserves after the above funding

Monthly Fixed Expenses

Florida Elevator	1,183
Nature Zone	658
Tropical Gardens	9,084
Comcast Cable	16,014
Sammy Beach	775
Access Answering	151
Axion	100
Comcast Other	606
FPL	3,000
Water	8,000
Comcast	288
TECO & Gas South	1,000
Comcast	202
Payroll incl FICA etc	30,000
CT Tech	568
Comcast	115
Frontier	275
Kings III	485
Phenominal	130
Marlin	216
Southern Grade	200
Lake Drs	190
Propane-Grills	150
Employee Health	2,000
Total	75,390
REC Reimbursement	-22,834
Net	52,556

Proposed Special Assessment		Per Unit	
Cash Shortage to 10/1/2024 (see attached)	82,679		498
Overbudget/Not Budgeted Items			
Irrigation	10,000		
Tree Trimming	9,000		
City Wide*	7,625		
SIRS Study	3,900		
Total		30,525	184
New Items			
Fob Upgrade**	7,000		
Sod Replacement	49,801		
Irrigation for sod	37,533		
Total		94,334	568
Total Assessment		207,538	1,250

* City Wide is the company hired after the budget was set last year to clean the common areas. They will no longer clean for us starting in August
This is the net after reimbursement from the REC

** This is net after the REC pays their share of the cost.



TROPICAL GARDENS
LANDSCAPE

ESTIMATE DETAILS

Estimate Date: **7/4/2024**

Prepared by:

Valid Until: **8/3/2024**

Phone: **941-993-2442**

ACCOUNT INFORMATION

Account Name: **Excelsior Beach to Bay**

Billing Address: **6263 Midnight Pass Rd
Siesta Key, FL 34242**

Contact:

Job Address: **6263 Midnight Pass Rd
Siesta Key, FL 34242**

Cell Phone: **515-890-0273**

Home Phone: **248-761-3413**

Contact Email: **dan@excelsiorcondos.com,
b_ketcham@hotmail.com**

SCOPE OF WORK

Service Name	Estimate Description	Quantity	Rate	Amount
Round Up	Applied Round Up - First application will be applied approximately 18 days before sod install	1	1600.00	1600.00
Round Up	Second application of Round up to be applied approximately 8 days before sod removal	1	1100.00	1100.00
Sod Prep	Prep for Sod Installation- Cut and Remove all existing turf within defined replacement area with sod cutter. Disposal of debris at an approved landscape waste recycling facility. Grade and Level as needed for Sod Install.	16137	0.50	8068.50
Sod Installation	Sod, Delivery and Installation- Labor costs to source, procure, deliver and install the following in material line item(s) below. *Irrigation amendments may be required to accommodate new turf grass. These changes can be done at a time and materials charge over and above this quote. Unfortunately, without having prior knowledge of clients irrigation system, we cannot quote these changes beforehand. All Irrigation amendments and repairs needed will be done at a labor rate of \$125 per man hour plus any materials used.	1	12920.00	12920.00
Floritam St. Augustine Sod 400sq ft pallet	in this line item of sod, there is up to 1 yard of command top soil and surface sand mixture per pallet of sod. This will help in aiding the sod rooting process. Additionally, we will be including a one time application of	30	375.00	11250.00

Service Name	Estimate Description	Quantity	Rate	Amount
	fungicide/insecticide/nutrition to help combat the issues of newly installed sod.			
Sod Installation	Sod, Delivery and Installation- villas area, see sheet area 10 and 11	1	4907.50	4907.50
Floritam St. Augustine Sod 400sq ft pallet	Floritam St. Augustine	11	375.00	4125.00
Stone Installation	Stone Installation- Labor costs to source, procure, deliver and install the following in material line items below.	1	2362.50	2362.50
Landscape Fabric-PolyWoven per sq.ft.	Landscape Fabric-PolyWoven per sq.ft.	450	0.30	135.00
Aggregate-Shell Large washed per yard	Shell large washed per yard	4.5	185.00	832.50
Disposal Fee	Disposal Fee- All associated fees for debris removed from premises and disposed of at an approved Sarasota County landscape waste recycling facility.	1	2500.00	2500.00
Total				\$49,801.00

Tropical Gardens Landscape is a proud member of Florida Nursery, Growers and Landscape Association.(FNGLA)
 We are proud to employ FNGLA certified and trained staff.
 FCLT (FNGLA Certified Landscape Technician),
 FCHP (FNGLA Certified Horticulture Professional),
 FCLMT (FNGLA Certified Landscape Maintenance Technician).

Payment Terms

Any quotes accepted will require a 50% deposit in order to reserve a space on our schedule and to order materials. The remainder of the balance is due upon completion and final walkthrough of the project.

Payments not received within 7 days of completion will be subject to a 5% late fee.

Client agrees to pay for any collection costs, attorney fees and for any other costs incurred to Tropical Gardens Landscape that are agreed to by this agreement.

Any issues arising once walkthrough has been completed and final invoice sent, will be handled diligently as warranty issues. These will only be addressed after final payment has been made in full.

Once material orders have been placed, deposits are non-refundable in the event of a project cancellation.

WORKMANSHIP

All work to be performed in a professional manner by experienced personnel with the appropriate tools and equipment. The dates, times and manner in which the work is performed will be solely at the discretion of Tropical Gardens Landscape. Tropical Gardens Landscape will use its best efforts to adhere to any performance dates. Client understands that this is not always possible due to factors beyond our control such as weather or other unforeseen issues. Client will always be informed of any scheduling changes in advance. Client is responsible for continuous proper maintenance outside of the scope of this agreement. Upon request, we can advise client on the manner and frequency of further maintenance.

INSURANCES

Tropical Gardens Landscape carries a \$1,000,000.00 General Liability Insurance policy for our vehicles and employees. All Tropical Gardens Landscape employees are covered by Worker's Compensation insurance meeting all of the State of Florida Law requirements.

UTILITIES STATEMENT

Sunshine 811 will be notified prior to any Tropical Gardens Landscape installation project for the purpose of marking underground utilities (gas, electric, phone, water, cable, etc.). Every effort will be made to avoid damaging underground utilities. Despite Tropical Gardens Landscape's best efforts, a utility service may be disrupted. Tropical Gardens Lawn and Landscape, LLC will not be responsible for damage to the telephone, electric, gas, water or cable lines if they are not properly marked. **Furthermore, Tropical Gardens Landscape will not be**



TROPICAL GARDENS

LANDSCAPE



Review your proposal

Review each line item. Then just click the accept button to confirm and set up service.

Review the proposal below. Uncheck any services that you do not want.



TROPICAL GARDENS
LANDSCAPE

Estimate #6985

ESTIMATE DETAILS

Estimate Date: **7/16/2024**

Valid Until: **8/15/2024**

Prepared by:

Phone: **941-993-2442**

ACCOUNT INFORMATION

Account Name: **Excelsior Beach to Bay**

Contact:

Cell Phone: **515-890-0273**

Home Phone: 248-761-3413

Billing Address: 6263 Midnight Pass Rd
Siesta Key, FL 34242

Job Address: 6263 Midnight Pass Rd
Siesta Key, FL 34242

Contact Email: dan@excelsiorcondos.com, b_ketcham@hotmail.com

SCOPE OF WORK

Service Name	Estimate Description	Quantity	Rate	Amount
<input checked="" type="checkbox"/> Irrigation Repair	<p>Irrigation Repair-</p> <p>1. Timer 1, Zone 1: north roadside between the fence and the sidewalk , raise 2 heads for coverage , add 5 heads to cover the area along the fence from the crossing sign to the yellow gas pipe line. 7 heads , 10 nozzles,</p> <p>2. Clock 1, Zone 2: no modification required , adjust nozzles for coverage.</p> <p>3. Clock 1, Zone 3: grill area by banyan tree , add 3 heads for coverage and adjust existing rotors.</p> <p>4. Clock 1, Zone 3: Southside fence line across from tennis court, add 1 head to clock 1 zone 3 for coverage.</p> <p>5. Pool clock, Zone 3: Southside build 5 along parking , move and replace 10 spray head ,</p> <p>6. Pool Clock, Zone 11: Southside of build 5 between exist and circle, revise area with 8 heads, 15 nozzles, road side shooting towards shrubs.</p> <p>7. Pool Clock, Zone 3: add 1 head across from 3.4 area not getting covered in front of oak tree.</p> <p>8. Pool Clock, Zone 4: build 5 out sign parking garage, replace and move 1 head from shrub area, add 4 heads for coverage.</p> <p>9. Pool Clock, Zone 4: rotors by valves corner sidewalk, add 1 head for coverage.</p> <p>10. Pool Clock, Zone 4: add 1 rotor head Southside of sidewalk across from gazebo between heads by path light.</p> <p>11. Pool Timer, Zone 4: modify 2 spray heads and 1 rotor head left side of bridge and stairs for better coverage.</p> <p>12. Pool Timer, Zone 4: gazebo area move new rotor head with large donut to corner for coverage, add low trajectory nozzle.</p> <p>13. Pool Timer, Zone 5: gazebo area rotors, between gazebo and sidewalk add 4 heads for coverage.</p>	1	31800.00	31800.00

14. Pool Clock, Zone 5: build 4/gazebo/fountain, add 4 heads for coverage.
15. Pool Clock, Zone 5: across from build 4 between sidewalk and pool, add 3 heads for coverage nozzle down all existing heads to increase pressure as required.
16. Pool Clock, Zone 5: disconnect soaker hose around gazebo.
17. Pool Clock, Zone 6: build 4 eastside, modify 5 heads for coverage.
18. Pool Clock, Zone 6: build 4 by out sign move 1 head and re nozzle for coverage.
19. Pool Clock, Zone 4: build 4 north fence line from mirror down, qualify coverage.
20. Pool Clock, Zone 7: front side from build 4 by handicap sign, add 1 head and move 1 head for coverage.
21. Pool clock, Zone 7: sidewalk between build 2 and 4, modify spray zone from sidewalk in grass.
22. Pool clock, Zone 8: sprays between build 4 and 2, add 1 head between sidewalk and build.
23. Pool Clock, Zone center island build 2, modify spray heads for coverage.
24. Pool Clock, Zone 8: corner of build 2 by car port northwest, cap heads for pressure and add 1 head for coverage.
25. Pool Clock, Zone 9: on clave build 2 between fountain, add 3 rotors re nozzle existing rotors for pressure, cap spray heads from zone 8.
26. Pool Clock, Zone 10: raise 1 rotor head and modify 1 spray head on the southside of center sidewalk, bed in front of pool house add 1 rotor between shrub bed and pond.
27. Pool Clock, Zone 12: build 3 north lobby entrance replace 2 4' heads with 6' heads, move 1 head from shrubs to grass area on corner, add 1 head on corner.
28. Gulf Clock, Zone 1: Midnight Pass Rd gulf side west of Excelsior sign, change all 4" heads to 6" heads. Relocate for coverage and re-nozzle for coverage. Move any heads from inside of shrub line to grass.
29. Pool clock, Zone 12: Northwest corner building 3, sprays and rotors are mixed, add 4 rotor heads for coverage.
30. Pool clock, Zones 5 & 7: south lobby entrance close to building 4, add 3 rotor heads for coverage.

Total \$31,800.00

we are proud to employ ENGLA certified and trained staff,
FCLT (ENGLA Certified Landscape Technician),
FCHP (ENGLA Certified Horticulture Professional),
FCLMT (ENGLA Certified Landscape Maintenance Technician).

Payment Terms

Any estimates accepted will be invoiced at exact time and materials provided on-site for repairs.

Payments not received within 7 days of completion will be subject to a 5% late fee.

Client agrees to pay for any collection costs, attorney fees and for any other costs incurred to Tropical Gardens Landscape that are agreed to by this agreement.

WORKMANSHIP

All work to be performed in a professional manner by experienced personnel with the appropriate tools and equipment. The dates, times and manner in which the work is performed will be solely at the discretion of Tropical Gardens Landscape. Tropical Gardens Landscape will use its best efforts to adhere to any performance dates. Client understands that this is not always possible due to factors beyond our control such as weather or other unforeseen issues. Client will always be informed of any scheduling changes in advance. Client is responsible for continuous proper maintenance outside of the scope of this agreement. Upon request, we can advise client on the manner and frequency of further maintenance.

INSURANCES

Tropical Gardens Landscape carries a \$1,000,000.00 General Liability Insurance policy for our vehicles and employees. All Tropical Gardens Landscape employees are covered by Worker's Compensation insurance meeting all of the State of Florida Law requirements.

ACCEPTANCE OF AGREEMENT

The above prices, specifications and conditions are satisfactory and are hereby accepted. Acceptance and/or signature of this agreement constitutes a binding agreement.

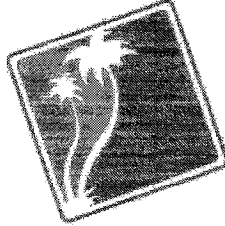
Based on your selections your Subtotal is: 31800.00

Tell us why you selected us:

Accept Proposal

Thank you for using our online account management solution! If you have any questions or concerns you may contact us by email by [clicking here](#)

About your proposal:
941-993-2442



TROPICAL GARDENS

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Review your proposal

Review each line item. Then just click the accept button to confirm and set up service.

Review the proposal below. Uncheck any services that you do not want.



TROPICAL GARDENS
LANDSCAPE

Estimate #6984

ESTIMATE DETAILS

Estimate Date: **7/16/2024**

Valid Until: **8/15/2024**

Prepared by:

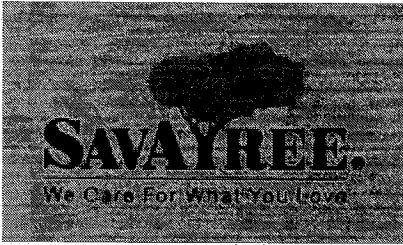
Phone: **941-993-2442**

ACCOUNT INFORMATION

Account Name: **Excelsior Beach to Bay**

Contact:

Cell Phone: **515-890-0273**



SavATree Sarasota Office
1718 Independence Blvd, Unit D,
Sarasota FL 34234
P: 941-279-4100
E: sarasota@savatree.com

Estimate

Prepared By: Monty Clark

mclark@savatree.com

Prepared for

Dan Watnam Beach To Bay Condo's

Service Address:

Beach To Bay Condo's
6263 Midnight Pass Rd, Sarasota FL 34242

Account Key:

7339321

Date: 8/1/2024

Estimate #: 1070311

Billing Key: 8163537

[Click to email estimate](#)

AUTHORIZED TO PROCEED WITH ESTIMATE

SavATree has been given authorization to proceed with the estimate and detail of work as outlined in our proposal.

General Tree Care

General Tree Care

\$7,072.00

September Palm pruning

Two Hundred Fifteen (215) Palms throughout HOA Property. All palms are above 12ft. Perform natural pruning intended to maintain the tree's characteristic growth pattern to maintain/improve aesthetics by applying: Prune all palms at 9/3 and remove seed pods Clean affected work areas and haul resulting wood, brush and branches

- Obstacle: Windows
- Obstacle: Understory Trees and Shrubs
- Obstacle: Sidewalk
- Obstacle: Rocks
- Obstacle: Patio
- Obstacle: Pool
- Obstacle: Pond
- Obstacle: Landscape Decor
- Obstacle: Lights
- Obstacle: Irrigation
- Obstacle: Busy Street
- Obstacle: Car

General Tree Care

\$1,696.00

January

Stand of multi-stem Sea Grape Hedge on Beach side of complex Perform topiary pruning, through a combination of pruning, supporting, and training branches to maintain and develop a plant into a desired shape to manage/reduce size by applying:

- reduction cuts on live branches by removing 2-4 ft in length on the top of the hedge

Obstacle: Fence

Obstacle: Pool
Obstacle: Patio
Obstacle: Lights
Obstacle: Busy Street

General Tree Care

\$1,054.00

Beach Palms only

Sixteen (16) 13" DBH Palm, Sabal (Sabal palmetto), Beach only Perform natural pruning intended to maintain the tree's characteristic growth pattern to maintain/improve aesthetics by applying: Prune at 9-3 and remove seed pods

Obstacle: Understory Trees and Shrubs
Obstacle: Fence
Obstacle: Pool

General Tree Care

\$5,830.00

Mangroves Bay side

Stand of multi-stem Mangroves along east coast line of property. Approx 500ft of the mangroves will trim the mangroves to a height not less than 6 feet above the substrate or 25% off trees between 16 feet and 24 feet or to a height that is allowed by the Sarasota County

Environmental Protection Division or to a height that the professional Mangrove trimmer deems appropriate in conjunction with the guidelines in place by Sarasota County.

Obstacle: Drainfield
Hazard: Animals
Obstacle: Retaining Wall
Obstacle: Deck

General Tree Care

\$11,056.00

Hardwoods March

Two (2) Fig, Banyan (*Ficus benghalensis*), Perform natural pruning intended to maintain the tree's characteristic growth pattern to maintain/improve aesthetics by applying:

- branch removal cuts on dead branches 2 inch diameter and larger throughout the entire crown
- reduction cuts on live branches by removing 4-6 ft in length on longer ends

Seven (7) multi-stem Ligustrum (*Ligustrum sp.*), Perform natural pruning intended to maintain the tree's characteristic growth pattern to maintain/improve aesthetics by applying:

- branch removal cuts on dead branches 1 inch diameter and larger and shape and contain as best possible

One (1) Tabebuia (*Handroanthus chrysotrichus*), Perform natural pruning intended to maintain the tree's characteristic growth pattern to maintain/improve aesthetics by applying:

- branch removal cuts on dead branches 1 inch diameter and larger and shape and contain as best possible

Eleven (11) Perform topiary pruning, through a combination of pruning, supporting, and training branches to maintain and develop a plant into a desired shape to manage/reduce size by applying:

- reduction cuts on live branches by removing 4-6 ft in length

Four (4) Redcedar, Eastern (*Juniperus virginiana*),

- branch removal cuts on dead branches 2 inch diameter and larger

Twenty five (25) Bottlebrush (*Callistemon citrinus*),

- branch removal cuts on dead branches 1 inch diameter and larger
- reduction cuts on live branches by removing 2-4 ft in length on longer ends and raise over walk way to 10-12 ft

Thirtry eight (38) Oak, Southern Live (Quercus virginiana), Perform natural pruning intended to maintain the tree's characteristic growth pattern to maintain/improve aesthetics by applying:

- branch removal cuts on dead branches 2 inch diameter and larger throughout the entire crown
- reduction cuts on live branches by removing 4-6 ft in length on longer ends
- Clear buildings 4-6ft and raise over drive 13-15ft

Obstacle: Irrigation

Obstacle: Gutter

Obstacle: Landscape Decor

Obstacle: Lights

Obstacle: Pool

Obstacle: Rocks

Obstacle: Roof

Obstacle: Understory Trees and Shrubs

Obstacle: Car

General Tree Care

\$1,060.00

May Sea grapes light trim

Stand of multi-stem Sea Grape Hedge on Beach side of complex Perform topiary pruning, through a combination of pruning, supporting, and training branches to maintain and develop a plant into a desired shape to manage/reduce size by applying:

- reduction cuts on live branches by removing 2-4 ft in length on the top of the hedge

Obstacle: Fence

Obstacle: Pool

Obstacle: Patio

Obstacle: Lights

Obstacle: Busy Street

General Tree Care

\$3,710.00

May Pruning

Mangroves Bay side

Stand of multi-stem Mangroves along east coast line of property. Approx 500ft of the mangroves will trim the mangroves to a height not less than 6 feet above the substrate or 25% off trees between 16 feet and 24 feet or to a height that is allowed by the Sarasota County

Environmental Protection Division or to a height that the professional Mangrove trimmer deems appropriate in conjunction with the guidelines in place by Sarasota County.

Obstacle: Drainfield

Hazard: Animals

Obstacle: Retaining Wall

Obstacle: Deck

General Tree Care

\$5,830.00

November

Mangroves Bay side

Stand of multi-stem Mangroves along east coast line of property. Approx 500ft of the mangroves will trim the mangroves to a height not less than 6 feet above the substrate or 25% off trees between 16 feet and 24 feet or to a height that is allowed by the Sarasota County

Environmental Protection Division or to a height that the professional Mangrove trimmer deems appropriate in conjunction with the guidelines in place by Sarasota County.

Obstacle: Drainfield
Hazard: Animals
Obstacle: Retaining Wall
Obstacle: Deck

General Tree Care

\$1,696.00

November

Stand of multi-stem Sea Grape Hedge on Beach side of complex Perform topiary pruning, through a combination of pruning, supporting, and training branches to maintain and develop a plant into a desired shape to manage/reduce size by applying:

- reduction cuts on live branches by removing 2-4 ft in length on the top of the hedge

Obstacle: Fence
Obstacle: Pool
Obstacle: Patio
Obstacle: Lights
Obstacle: Busy Street

General Tree Care \$39,004.00

TOTAL

General Tree Care \$38,054.00

Environmental Recycling \$950.00

Note: Included in this program are 9 services for a total of \$39,004.00.

This proposal has been provided to you on a confidential basis. We kindly request that neither this proposal nor any of its contents be reproduced or shared with any competitor without the prior written consent of SavATree.

Thank you for your continued confidence in our professionalism.

I authorize the work described above and agree to the terms and conditions that follow.

Sales tax, if applicable, will be added to the amounts of this estimate per your local and state tax jurisdiction. Fuel surcharges may apply.

If you wish to pay via credit card, please click link to pay. A deposit of 50% may be required prior to the commencement of General Tree Care work. Thank you!

\$19502 Pay

By paying a deposit, I authorize the work described above and agree to the terms and conditions that follow.

OUR BRAND PROMISE

We are committed to your complete satisfaction. Should anything not be to your liking please let us know right away so we can make it right.

Fully Licensed & Insured

Tree Care Industry Accredited



[Testimonials](#)

www.savatree.com

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