

**LHCA**

**Property Management Company (PMC) Search  
Conducted by LHCA Board of Directors**



January 21, 2023

# Companies for Consideration

## PMC ( Alpha Order)

Associa Gulf Coast

Condominium Associates

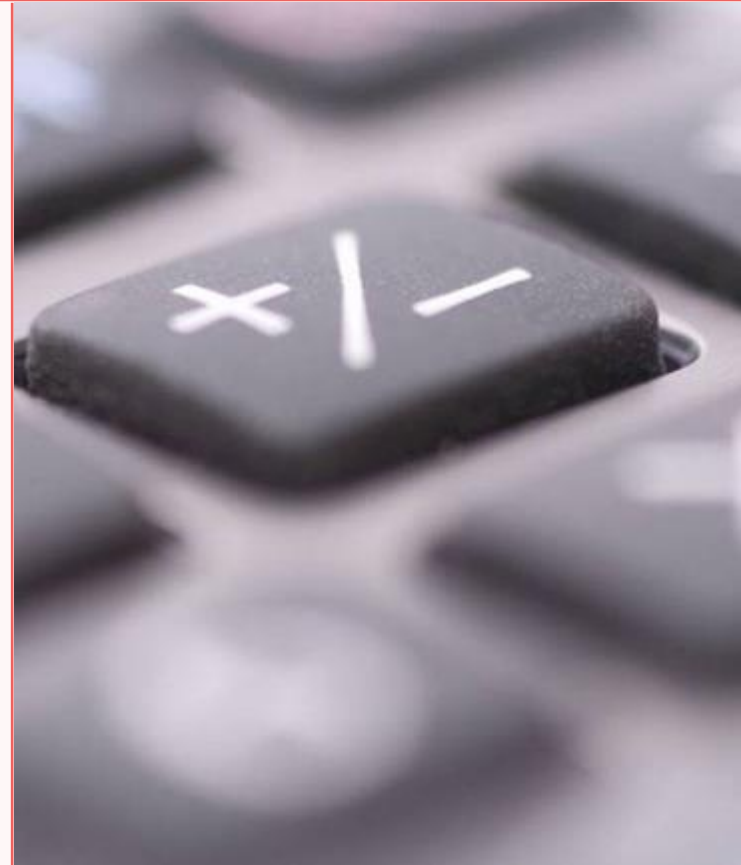
Gulf Coast Condominium Management

Keys-Caldwell

KWPMC

Lighthouse

Sentry





# Why a PMC?

Evidence of a continued decline in volunteerism including the board, many maintenance items, and an over abundance of work to be completed, in 3<sup>rd</sup> Quarter of 2022, the board, at that time, started a search for a PMC.

On November 15, 2022, the current board voted to continue to search for a PMC. Several residents supported the approach to a search.

The budget that was approved on December 20, 2022, included a version to support a PMC.

Having a PMC provides needed services for LH and more downtime for the board and volunteers.



## **What was considered for a PMC for LHCA?**

**Meets Community Needs**

**Provides Quality Services and  
Overall Satisfaction at a Cost  
for Valuation**

**Availability to the Community  
with Onsite Presence**

**Strong Communication  
Platforms for Board and  
Residents**

**Established, Knows our  
Location and has strong  
References**

# Determining the Top 3 of 7

## Those Eliminated from Search

### Gulf Coast Condominium Management

Higher in Cost, Soft Communication  
Platform, Slow Responses

### Keys-Caldwell (prior LHCA PMC)

Declined to take LH on as Client

KWPMC – LH did not fit their client profile (Partner  
suggested Condo Assoc & Sentry)

### Lighthouse (LHCA considered in 2017)

Unresponsive with 4 efforts including site visit

## Those Remaining in Contention

### Associa Gulf Coast

Received proposal and 2 presentations; Full Service, Med-Lrg  
Size, PMC Presence, Strong Communication Platforms,  
Customer Centric, High Reference, Cost for Value, Excellent  
References

### Condominium Associates

Received proposal and 2 presentations; Full Service, PMC  
Presence, Customer Centric, Smaller Size, Cost for Value,  
Exploring Depth of Communication Platform; High Tech for  
Financials

### Sentry

Received proposal and 1 presentation, Full Service, PMC  
Presence, Larger Scale, All In Collusive Higher Cost, Strong  
Communication Platforms, High Reference

# Matrix of Key Decision Factors Aligned to PMC

KEY DECISION FACTORS	ASSOCIA GULF COAST	CONDOMINIUM ASSOCIATES	SENTRY
PRICING	1000 PER MO + OPT	1200 PER MO + OPT	1675 PER MO + OPT
TERM OF CONTRACT	EXTEND TO 1/1/2025	EXTEND TO 1/1/2025	TBD
TRANSITION FEE	WAIVED	\$500	NONE
ONSITE PRESENCE	Y - 1 to 2 mo	Y - 2x mo	Y- 2x mo
24/7 EMERGENCY	Y	Y	Y
SUPPLY CHAIN VENDORS	Y	Y	Y
USE OWN VENDORS	Y	Y	?
MANAGE CONTRACTS	Y	Y	Y
EMAIL BLASTS	Y	Y	Y
BOARD COMMUNICATIONS	Y	Y	Y
REAL TIME FINANCIALS	Y	Y	Y
OWNER COMMUNICATIONS	Y	Y	Y
LHCA WEBSITE (portal to info)	Y	Y	Y
VIOLATIONS	Y	Y ADD COST	Y
ARC	Y ADD COST	Y - NEED MODIFICATION	LIMITED
LETTERS	ADD COST	ADD COST	ADD COST
PERKS ADD ONS	Y	N	N
REFERRALS	HIGHLY RATED 10YS/OTHER PMC REFERRAL	OTHER PMC REFERRAL - IN PROCESS	HIGHLY RATED
ESTABLISHED BIZ MODEL	Mid to LRG	SML TO MED	MED TO LRG
FOCUS ON RESIDENT SATISFACTION	Y	Y	Y
MEETINGS ATTEND-in person/video/phone	QUARTERLY	MONTHLY	QUARTERLY
PENDING LITIGATIONS	NOT AWARE OF ANY	NOT AWARE OF ANY	NOT AWARE OF ANY
AVG TENURE IN COMMUNITY	10	5+	?
LOCAL OFFICE	Y	Y	Y
# PPLE ASSIGNED TO LHCA	1 TO 3	1 TO 5	2 TO 4
LANDSCAPE ALLIANCE	BRIGHTVIEW 6% REBATE	VARIES	BRIGHTVIEW
ELECTRONIC VOTING	Y ADD COST	Y ADD COST	N

All include building a LHCA website portal and member User-ID and Password

**If You Don't Like  
Something, Change It.  
If You Can't Change It,  
Change Your Attitude.**

**- Maya Angelo**

**All Great  
Changes  
are  
Preceded  
by Chaos.**

Deepak Chepra

# Next Steps

## What happens When?

- During the weeks of 1/16/23 and 1/23/23 the Board Members may participate in presentations, share thoughts on PMCs one on one with other Board Members
- Review proposals and supplemental information from PMC and follow up with any potential PMCs with questions or to clarify expectations
- Talk with residents about their interests and thoughts on what they'd like to hear more of
- Release a Community Communication about the PMC status
- Prepare for the 1/26/23 Board Meeting
- Filter out a PMC to narrow the choice to 2
- A meet and greet will be scheduled with the selected PMC and residents

## Recap of PMCs being Considered

### Associa Gulf Coast

[HOA Property Management Company | Associa Gulf Coast](#)

### Condominium Associates

<https://condominiumassociates.com/our-company-1>

### Sentry

[Homeowner Association Management in Sarasota, HOA Management \(sentrymgt.com\)](#)





# Summary: Decision Time

The LHCA board members in their due diligence has been thoughtful, focused, and deliberate in the search for a PMC. A preponderance of information and comparison has been gathered and conducted over a five months period enough for a selection of a PMC for LHCA.

As seen in the above presentation and supporting document review, 3 companies rise to a higher level of consideration than others albeit any of the top 3 presented would fit LHCA needs. It is expected that at the January 26, 2023, monthly board meeting, a PMC will be decided upon. Once the PMC is selected the contract/agreement review will begin, include our attorney and an implementation date will be determined, possibly 4/1/2023.

**The LHCA Board would like to thank the many residents that support the change to a PMC, and which have provided their insights into the selection process, communications, and interest in meeting the new PMC when selected.**

**Presented by: The LHCA Board of Directors**

