The Savoy on Palm Condominium Association, Inc.
Board of Directors Meeting Minutes
September 10, 2026

Call to Order:

The Savoy on Palm Board of Directors Meeting was held on September 10, 2026 on the Third Floor of The Savoy on Palm Condominium at 401 South Palm Ave, Sarasota, Florida 34236. The meeting was called to order by Richard Rivera at 3:02 p.m.

Determination of a Quorum:

Board Members present were Dick Rivera, Jim Heskett, Bruce Blackmore, Lew Winarsky and Brenda Griffiths. It was confirmed that proper proof of notice of the meeting had been conveyed.

Approval of Minutes:

- 4/23/2026 Board Meeting

1. **MOTION –** (Brenda Griffiths) to approve 4/23/26 Board Meeting minutes. The motion was seconded by Lew Winarsky. The motion passed unanimously.

President's Report:

Mr. Rivera gave an update on the status of The Adagio and discussed future steps that the Board may want to consider in the future.

Treasurer's Report:

Bruce Blackmore reported that the financial statements through the end of July are under budget by approx. $34k. He also mentioned a few unexpected expenses that occurred earlier in the year (third floor water heater, pool and spa leak repairs, shade at front desk)

Mr. Blackmore also discussed some of the reserve expenses for common air conditioning unit replacements, new treadmills for the fitness center, and the interior common area painting. He estimates that there will be slightly under $2M in the reserve accounts at year end and there should be about $70k of interest income at year end.

Building Manager's Report: Bill Veal presented the attached report.

2. **MOTION –** (Lew Winarsky) to proceed with Kings III proposal to switch elevator emergency lines to cellular with Kings III as the provider for emergency monitoring. Motion seconded by Brenda Griffiths. After discussion amongst the Board the motion passed unanimously.

Facilities Committee Report: Leslie Rivera reported that there is a drainage issue on the north side of the property that the committee and Bill Veal will work on to provide a solution to the sand that gets washed out on the sidewalk after heavy rains.

Old Business:

- Leak Prevention/Automatic Water Shutoff System for Units & Common Areas
    - Consider for Approval to proceed.
        - Bill Veal presented the attached recommendation
        - Bill Roe presented the attached recommendation

3. **MOTION** – (Bruce Blackmore) to proceed with the Zojacks leak prevention system as recommended at an expense of $75,770.95. Motion seconded by Lew Winarsky. After discussion amongst the Board and owners in attendance, the motion was approved unanimously.

    - Discuss Funding of Leak Prevention/Automatic Water Shut Off System
        - Bill Veal presented the attached recommendations and funding options to the Board

4. **MOTION** – (Richard Rivera) to fund the Zojacks System with $55,000 of the anticipated 2026 operating budget surplus and to hold a duly noticed Board meeting to consider a one-time special assessment to fund the remaining $20,771 needed for the project. The motion was seconded by Jim Heskett. After discussion, the motion passed unanimously.

New Business:

- 2027 Proposed Budgets (Board to review and approve distribution to owners for Board Consideration at the October 22nd meeting.
    - Bruce Blackmore reviewed the proposed 2027 budgets with the Board and discussed changes to the proposed budget.

5. **MOTION** – (Richard Rivera) to approve the proposed 2027 budget as presented for mailing to the owners in advance of the 10/22/26 meeting. Motion seconded by Jim Heskett. After a brief discussion, the motion passed unanimously.

Owner Comments:

Bill Roe mentioned that the Kings III system self-tests periodically where currently the phone system has to be tested manually to confirm operation. He also mentioned that Schindler claims to be certified ISO9001 but they have not yet provided documentation requested regarding the Vertical Assessment Elevator Report and he would continue to press for the requested documentation.

Adjournment: There being no further business, the meeting was adjourned at 4:21 p.m.

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- **Pool & Spa Leak Testing (UPDATE)** – Red Rhino preformed leak testing to both the pool and spa in April. The pool was found to be leaking at a crack in the wall, the spa was found to be leaking at the skimmer box. Both repairs were completed in May (pool repairs $4,417, Spa repairs $2,295)

- **Second Floor Garage Coating Restoration (UPDATE)** – The waterproof coating project began on 8/3 and the garage was reopened for use on 9/2. After a few cars had driven into the garage it was noted that some areas in the northwest section of the garage were not adhering and the top wear coat was peeling up. I immediately notified the contractor; the contractor came out on 9/3 with the material product rep. It was determined that a problem occurred during the installation of the product. We closed a portion of the garage back down on 9/8 once we knew that the contractor had product available to remove and re-coat the affected area. On 9/8 the wear coating was removed from the affected area and on 9/9 a new top coat was applied. Once this coat is fully cured, the garage will open back up hopefully on 9/12.

- **Elevator (UPDATE) –**

    - An onsite meeting was held on 4/28/26 with Schindler, Bill Roe, and me to discuss the issues noted in the Vertical Assessment report. At this meeting Schindler agreed that the items noted in the report should be checked and corrected within a time frame of 60 days. A second onsite meeting was held with Schindler on 7/14 to perform a visual inspection and confirm that all items in the Vertical Assessment report have been corrected. We are currently waiting on a detailed written response from Schindler stating that each item has been corrected and describing the corrective actions taken. Since last reporting in April we have had no elevator issues to report.

    - At the 4/28 meeting with Schindler timing of elevator equipment modernization was also discussed. There are mandatory code changes coming mid 2028 that will either require our elevators to be retrofitted to comply with the new code (approx. $150k per elevator). This would be a good time to plan for modernization as the modernization will include the new code updates. Vertical Assessment recommended in their report that we plan for modernization within the next 1-3 years as the majority of

replacement parts for our elevators are obsolete and most repair parts are no longer available. Estimated cost to modernize the 4 elevators is between $1 million and $1.5 million depending on what other items may need to be brought up to current code (electrical, fire alarm, fire sprinkler, etc). My recommendation is that we begin looking into elevator consultants now, choose a consultant to work with during the entire project, and begin planning modernization to be completed by the 2028 code change deadline.

- **Elevator Monitoring Lines** – At some point in the very near future, Frontier will disable all of their copper phone lines due to aging infrastructure and the mass availability of fiber optic networks. Our elevator phone lines will lose service when this happens. I have discussed this with Schindler and they recommend we switch the monitoring over to cellular since internet service is not available in the elevator machine rooms.

    - Voice over internet works well for voice lines, but is not practical for emergency monitoring lines due to the requirement for a hard-wired internet connection up in the elevator equipment rooms, and battery back up requirements for internet router and VoIP equipment so it can function during a power outage. Cellular is much more reliable and is not only an approved means of emergency communication for elevators, but also fire alarm systems. We have two options on how to change over monitoring to cellular.

        - OPTION #1 - I have a price from Schindler to install cellular monitoring for all four elevators ($4k for equipment and $240 per month for monitoring). We own the equipment and upgrade/replace equipment as needed.

        - Option #2 – I have a quote from Kings III Emergency Communications for $327 per month, they own, maintain, and upgrade the equipment with no upfront costs. With Kings III we can designate who we would like to notify first in an emergency. They will also call a spouse or family member to notify them of an entrapment after they notify emergency services (Schindler's monitoring does not offer this)

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- Our current cost for emergency lines through Frontier is about $290 per month. Once the transition is complete, the emergency phone lines through Frontier will be cancelled, the expense will increase slightly ($37 per month).

- Kings III specializes in emergency communications all over the country and has been doing so since 1989. They use their own technicians and equipment. Their techs are all certified elevator mechanics. Their monitoring service is known to be better than than we currently receive from Schindler (faster response time, more accommodating to trapped passengers).

- **Tree Trimming** – Our trees throughout the property are overdue for major trimming. The black olives are so thick that we are having issues with sod and landscaping due to the lack of sunlight. The oak tree at the pool area is of concern as it is leaning towards the south side of the pool area. I have had an arborist out to look at all of the trees throughout the property and he recommends a major pruning to more evenly distribute the growing of the pool oak tree, he also recommended reducing the black olive trees by at least 1/3, raise the canopies, and layer them to help reduce some of the shade. I have included $15k in the 2027 budget, but so far have only gotten one proposal. I would like to get other proposals and proceed with this work shortly after the first of the year. Along with the trees mentioned, all trees on the property will receive needed trimming to remove dead wood and keep growth away from the building.

Plumbing Issues –

- In late July a water leak was found on the north side of the property in the area of the water meter. After investigation it was determine to be a cracked pvc fitting between the water meter and the domestic backflow preventer. The area was excavated, water to the building shut off, fitting and piping replaced, and water was restored ($2,262)

- In early August a seeping pipe was found and determined to be coming from unit 301. After investigating and locating, the pipe in question was the main drain line for the 01-kitchen stack. After opening the wall, it was determined that the leaking was coming from the very top of the pipe and went further up into unit 401. This required opening a small section of wall in unit 401. A broken clamp was discovered at a pipe

joint close to the floor in unit 401. All questionable piping, clamps, and fitting was replaced in both units. After the piping repair, the walls were repaired at the expense of the association as access was necessary to replace a common pipe share by all units in the 01 stack (plumbing $3,500, drywall $645). There was no notable water damage in either of the units affected by the repair.

Window Issues – Water damage was reported in unit 903 in front of the master bedroom window. The damage was to the wood subfloor under the carpet and had never been noticed in the past as it appeared the water went under the subfloor and never made it up through the carpet padding or carpet. It was discovered while the carpet was being removed. I looked at the window from the balcony and the perimeter sealant looked good, but I could not see any weepholes. The weepholes allow moisture and/or water escape the framing of the window. I had Dutchman Window out on 9/9, and they came down the exterior side of the building to inspect and clear out any blocked weep holes in this stack of windows. Several of the windows in this stack had weepholes covered with paint and/or caulking and some showed signs of moisture when the weepholes were cleared. I am working with Dutchman to check and clear all weepholes on our next window cleaning.

Respectfully Submitted,

Bill Veal

ZOJACKS

SAVOY ON PALM

Proposal & Investment Summary

SUBMITTED BY
ZoJacks Inc.

PREPARED BY
Jodi Sondergaard
jodi.sondergaard@zojacks.com

LOCATION
401 S Palm
Sarasota, FL

Date: June 8, 2026

[illegible]

Executive Summary

Following our on-site walkthrough, this proposal presents a customized ZoJacks system designed to prevent and mitigate water damage and temperature-related incidents at Savoy On Palm. The system combines leak detection, temperature monitoring, and automatic shut-off valves, supported by battery backup, cellular connectivity, and an ongoing maintenance program. This investment provides immediate protection, reduces the risk of costly damage, offers potential insurance discounts, and delivers a strong financial return.

Scope of Work & Proposed Solution

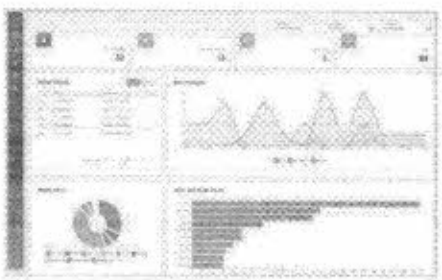
Per-Unit Automatic Shut-Off System

We propose installing a ZoJacks automatic shut-off system in each of the 24 residential units, equipped with leak-detection sensors and an automatic shut-off valve. The system is designed to detect internally sourced water leaks and low-temperature conditions that may result in frozen or burst piping.

Residents will receive real-time notifications and can remotely view, monitor, and control their system through the ZoJacks mobile application. In the event of a leak or low-temperature condition, the system will:

- Automatically shut off water service to the affected unit
- Immediately notify the resident via push notification
- Allow water service to be remotely restored via the app or management dashboard once the issue is resolved

Designated property management personnel will have access to a centralized web-based dashboard providing building-wide visibility into system status, active and historical events, trends, and specific unit or location data.



Authorized users may also remotely control water service to individual units in emergencies or during periods of vacancy.

To ensure continuous operation, the ZoJacks system includes backup batteries and a dedicated cellular connection, allowing functionality during power or internet outages. The system also features a programmed self-maintenance function, which automatically actuates all shut-off valves once per month to confirm operability and prevent mineral buildup.

The system is professionally monitored. A central monitoring station is notified immediately whenever a sensor is triggered and will contact designated individuals on a predefined call list to advise them of the event.

Installation & Resident Training

Installation will be completed by ZoJacks-certified personnel and authorized plumbing partners. Residents will receive in-person training through facility-based seminars to ensure proper understanding of system operation and response protocols.

A Battery Replacement Program is included in the pricing and provides proactive battery replacement every 3 years, system resets, sensor audits, and ongoing system management. Details are outlined in Appendix C.

Building-Specific Concerns

During the walkthrough, several high-risk water sources were identified throughout the property. In the common areas, aging water heater connections have already produced two separate leak events, while the club room ice maker supply line experienced an additional failure. Most significantly, an in-unit water filtration system failure resulted in water cascading down three floors and into the elevator shaft, causing extensive damage across multiple levels. With the building constructed in 2006, these incidents highlight the increasing vulnerability of the property's plumbing infrastructure as it approaches its 20-year service life.

Investment Breakdown – Individual Shutoff

Recommended: Full per-unit automatic shut-off protection with leak sensors, shutoff valves, and plumbing installation. This is our most comprehensive solution and provides the highest level of protection against water damage.

Residence A — 8 Units

Category	Item	Unit Price	Qty	Total
Hardware	Leak Sensors	$55.99	16	$895.84
	Shut-Off Valve (1")	$319.99	1	$319.99
Hardware	Hub 2 Plus	$319.99	1	$319.99
	Bracket	$16.00	15	$240.00
	WallSwitch Relay	$55.99	1	$55.99
	Electrical Installation	$150.00	1	$150.00
Installation	ZoJacks Hardware	$199.99	1	$199.99
Plumbing	Shut-Off Valve Install	$499.99	1	$499.99
			Hardware & Installation Cost Per Unit	$2,681.79
Ongoing	Monthly Fee / Unit	$19.99/mth	1/unit	$19.99/mth

Residence B — 7 Units

Category	Item	Unit Price	Qty	Total
Hardware	Leak Sensors	$55.99	19	$1,063.81
	Shut-Off Valve (1")	$319.99	1	$319.99
Hardware	Hub 2 Plus	$319.99	1	$319.99
	Bracket	$16.00	18	$288.00
	WallSwitch Relay	$55.99	1	$55.99
	Electrical Installation	$150.00	1	$150.00
Installation	ZoJacks Hardware	$199.99	1	$199.99
Plumbing	Shut-Off Valve Install	$499.99	1	$499.99
			Hardware & Installation Cost Per Unit	$2,897.76
Ongoing	Monthly Fee / Unit	$19.99/mth	1/unit	$19.99/mth

Residence C — 7 Units

Category	Item	Unit Price	Qty	Total

Hardware	Leak Sensors	$55.99	17	$951.83
	Shut-Off Valve (1")	$319.99	1	$319.99
Hardware	Hub 2 Plus	$319.99	1	$319.99
	Bracket	$16.00	16	$256.00
	WallSwitch Relay	$55.99	1	$55.99
	Electrical Installation	$150.00	1	$150.00
Installation	ZoJacks Hardware	$199.99	1	$199.99
Plumbing	Shut-Off Valve Install	$499.99	1	$499.99
		Hardware & Installation Cost Per Unit		$2,753.78
Ongoing	Monthly Fee / Unit	$19.99/mth	1/unit	$19.99/mth

Penthouse A — 1 Unit

Category	Item	Unit Price	Qty	Total
Hardware	Leak Sensors	$55.99	27	$1,511.73
	Shut-Off Valve (1")	$319.99	1	$319.99
Hardware	Hub 2 Plus	$319.99	1	$319.99
	Bracket	$16.00	26	$416.00
	WallSwitch Relay	$55.99	1	$55.99
	Electrical Installation	$150.00	1	$150.00
Installation	ZoJacks Hardware	$199.99	1	$199.99
Plumbing	Shut-Off Valve Install	$499.99	1	$499.99
		Hardware & Installation Cost Per Unit		$3,473.68
Ongoing	Monthly Fee / Unit	$19.99/mth	1/unit	$19.99/mth

Penthouse B — 1 Unit

Category	Item	Unit Price	Qty	Total
Hardware	Leak Sensors	$55.99	23	$1,287.77
	Shut-Off Valve (1")	$319.99	1	$319.99
Hardware	Hub 2 Plus	$319.99	1	$319.99
	Bracket	$16.00	22	$352.00
	WallSwitch Relay	$55.99	1	$55.99
	Electrical Installation	$150.00	1	$150.00
Installation	ZoJacks Hardware	$199.99	1	$199.99
Plumbing	Shut-Off Valve Install	$499.99	1	$499.99
		Hardware & Installation Cost Per Unit		$3,185.72
Ongoing	Monthly Fee / Unit	$19.99/mth	1/unit	$19.99/mth

Common Areas

Common Areas

Category	Item	Unit Price	Qty	Total
Hardware	Leak Sensors	$55.99	22	**$1,231.78**
	Shut-Off Valve (1")	$319.99	1	**$319.99**
Hardware	Hub 2 Plus	$319.99	1	**$319.99**
	Bracket	$16.00	22	**$352.00**
	WallSwitch Relay	$55.99	1	**$55.99**
	ReX 2 Repeater	$136.00	2	**$272.00**
	Electrical Installation	$150.00	1	**$150.00**
Installation	ZoJacks Hardware	$398.98	1	**$398.98**
Plumbing	Shut-Off Valve Install	$499.99	1	**$499.99**
		Common Area Hardware & Installation		**$3,600.95**
Ongoing	Monthly Fee / Hub	$19.99/mth	1	**$19.99/mth**

Investment Summary

The hardware and installation cost per unit for each unit type is listed in the tables above. Common area coverage is $3,600.95. Based on current specifications, the total projected project cost is $70,814 plus applicable taxes. For a detailed line-item breakdown, please refer to the official estimate included in **Appendix A**.

The monthly monitoring fee is $19.99/month per unit and $19.99/month for the common area hub, for a total monthly monitoring fee of $499.75/month plus tax.

Should additional hardware be required or adjustments identified during installation, final pricing may be subject to change. However, based on the present assessment, the above figures reflect the anticipated investment.

Wall Switches & Electrical Installation

This proposal includes AJ WallSwitch Relays and professional electrical installation in each residential unit and in the common areas. These components are not optional enhancements — they are an essential part of a complete water protection solution for Savoy On Palm. The recirculation pump motors are highly vulnerable to burnout when water flow is interrupted unexpectedly. Without a hardwired wall switch integrated into the ZoJacks system, a water shutoff event — whether triggered by a detected leak or a manual action — can leave the recirc pump running dry, causing irreversible motor damage and costly repairs. The wall switches ensure that when water is shut off, the recirculation system is powered down simultaneously, protecting the motor and preventing secondary damage. Professional electrical installation of these switches, per unit and in the common areas, guarantees that the entire system operates as a single, coordinated solution. This is not

simply a leak detection system — it is a fully integrated building-wide water protection system that safeguards your plumbing infrastructure, your equipment, your residents, and your investment.

Alternative Option – Notification Only

A lower-cost alternative is available that provides **real-time leak detection and resident alerts without automatic water shutoff**. This option includes one hub per unit with leak sensors for monitoring, but does not include shutoff valves or plumbing installation.

Individual Shutoff (Recommended)	Notification Only
Automatic water shutoff	Real-time alerts only
Leak sensors + shutoff valves	Leak sensors (no valves)
Plumbing installation included	No plumbing required
Project total: $70,814	Project total: $41,379
Cost per unit: $2,800.54	Cost per unit: $1,724.96
Monthly: $499.75/mo	Monthly: $499.75/mo

While the Notification Only option provides valuable early-warning capability at a lower upfront cost, it does not prevent water flow from continuing after a leak is detected. The Individual Shutoff system automatically stops water to the affected unit, dramatically reducing the potential for large-scale damage, costly remediation, and insurance claims. For maximum protection and the strongest financial return, the Individual Shutoff option is strongly recommended.

Warranty & Monthly Service Options

ZoJacks Inc. provides ongoing monitoring, connectivity, and scheduled system maintenance for the installed solution at Savoy On Palm. The monthly service fee reflects this continued oversight and can be adjusted based on the level of warranty coverage selected.

The proposed pricing is based on the Extended Warranty and Maintenance Program. This includes lifetime labor coverage and scheduled system servicing every 3 years. An upgraded Premium Warranty is available for an additional $5 per unit per month.

Coverage Area	Standard Warranty	Extended Warranty	Premium Warranty
Equipment	1 Year	2 Years	Lifetime Warranty
Labor	1 Year	Lifetime Warranty	Lifetime Warranty
Battery Replacement	6 Months	1 Year	Lifetime Warranty
Technical Support	Standard	Standard	Premium
Comprehensive System Check	3 Month Calibration	Every 3 Years	Every 3 Years
Monthly Adjustment	-$5/month/per unit	$0 (Current Offer)	+$5/month/per unit
Best For	**Basic Protection**	**Preventative Care**	**Full Service Care**

The facility is currently being offered the Extended Warranty Package.

Plumbing labor is covered for 1 year from the date of installation. Plumbing parts (shut-off valves) follow the equipment warranty of the selected tier.

Water Risk Profile

Savoy On Palm has experienced four documented water damage events in recent years. Three occurred in common areas — two from water heater failures and one from the club room ice maker supply line. The fourth, an in-unit water filtration system failure, was particularly severe, with water cascading down three floors and penetrating the elevator shaft. This type of multi-floor cascading damage represents one of the most costly failure modes in high-rise condominiums, often resulting in claims well into six figures when structural remediation, mold abatement, and displaced resident costs are factored in.

Timeline & Schedule

Installation is expected to take approximately 3 business days, depending on unit accessibility. The installation plan includes:

- Plumbing Team – Installing shut-off valves
- ZoJacks Team – Installing hardware and configuring systems
- Resident Training – System features and mobile app usage

All required hardware will be procured and shipped within five weeks of client approval. Installation can begin immediately after delivery.

Acceptance

To accept this proposal, please email Jodi Sondergaard (jodi.sondergaard@zojacks.com) and communicate your acceptance of the offer.

Jodi Sondergaard
Regional Account Executive
jodi.sondergaard@zojacks.com

Appendices

Appendix A: Official Estimate

The official project estimate is included on the following pages.

ZOJACKS

Estimate

 # EST-002127

ZoJacks Incorporated
7050 Union Park Ave Suite 225
Midvale Utah 84047
U.S.A

Bill To
Savoy On Palm
401 S Palm
Sarasota
34236 Sarasota
USA

Monitoring Site
401 S Palm
Sarasota
34236 Sarasota
USA

Estimate Date : 12 May 2026
Expiry Date : 30 Jun 2026
Reference# : 5007730000047019170

Subject :
Savoy on Palm Proposal

#	Item & Description	Qty	Rate	Discount	Amount
1	AJ Hub 2 Plus UPC with SIM (White) Control panel with long-range wireless communication, battery backup, and primary cellular connectivity with WiFi and Ethernet backup	25.00 pcs	399.99	20.00%	7,999.80
2	AJ LeakProtect (White) Long range & encrypted wireless leak and temperature sensor	451.00 pcs	69.99	20.00%	25,252.39
3	AJ WaterStop 1" (White) WaterStop used for 1" water lines, white version, automatic water shut-off	25.00 pcs	399.99	20.00%	7,999.80
4	Bracket - Sliding Bracket	427.00 pcs	20.00	20.00%	6,832.00
5	Installation	25.00	199.99	0.00	4,999.75
6	Plumbing Service Plumbing services	25.00	499.99	0.00	12,499.75
7	AJ Rex 2 (White) Long range wireless radio signal range extender	2.00 pcs	225.41	20.00%	360.66
8	AJ WallSwitch Relay (Black) Ajax WallSwitch Power Relay, Hardwired automatic switch	25.00 pcs	55.99	20.00%	1,119.80

Not to be Approved

#	Item & Description	Qty	Rate	Discount	Amount
9	**Electrical Installation** Electrical installation service — per unit	24.00	150.00	0.00	3,600.00
10	**Electrical Installation — Common Area** Electrical installation service — common area	1.00	150.00	0.00	150.00
				Sub Total	70,813.95
				FL STATE TAX (6%)	4,248.85
				FL COUNTY TAX (1%)	708.15
				Total	**USD$75,770.95**

Notes

We've identified key areas where our monitoring system can help protect your property from water damage. Our smart prevention system is designed to:

- Detect leaks or abnormal temperatures in real time
- Automatically shut off water to the affected unit or area (where applicable)
- Instantly alert management, concierge, residents, or other designated contacts
- Provide a live dashboard showing sensor locations, alert status, and system performance

Monitoring and Maintenance Service: $499.75/month + tax

Terms & Conditions

1. Scope — This proposal covers only the products and services listed. Any additional work or equipment required will be quoted separately. For optimal protection, we recommend installing two sensors per risk location.
2. Payment Terms — 35% upon contract signature, 35% on the first day of installation, and 30% upon project completion.
3. Monitoring Fees — Monthly monitoring is pre-billed automatically at the beginning of each month. This fee covers ongoing access to software, connectivity, and maintenance services.
4. Site Conditions — Pricing is based on the walkthrough of the facility and the scope discussed. If additional coverage or hardware is required beyond what is included in this estimate, please coordinate with your ZoJacks representative prior to installation.

Yet to be Approved

Appendix B: Warranty & Battery Replacement Program

The pricing proposed for Savoy On Palm includes the Extended Warranty Package. The building may alternatively select a Standard Warranty at a reduced monthly cost or upgrade to the Premium Warranty for expanded coverage.

Extended Warranty (Included in Proposal)

Coverage includes a 2-year equipment warranty, lifetime labor warranty, 1-year battery warranty, standard technical support, and comprehensive system checks every 3 years. At each service visit, ZoJacks-certified technicians perform a full system review, confirm signal integrity, and replace low batteries. All labor is included; battery costs are the client's responsibility.

Standard Warranty (-$5/per unit/month)

Coverage includes 1-year equipment, 1-year labor, and 6-month battery warranties with a 3-month calibration check. Comprehensive system assessments are not included.

Premium Warranty (+$5/per unit/month)

Includes lifetime equipment, labor, and battery warranties with a premium dedicated support line. Batteries, labor, and all covered repairs are fully included at each service visit.

Automatic Water Shutoff Report and Recommendation

I have reviewed and researched several of the leading brands of leak detection and/or leak prevention and found that most of them are similar in the fact that they will shut the water off in the event of a major leak in an individual unit if the leak is detected. Where they differ is in how they sense a water leak, and how and/or if they provide notification of an event, or if they can identify where a leak is located within a unit. The brands I have reviewed and researched are:

Moen Flow ($2 to 3k per unit and requires electrical outlet installation) –

- Flow based system that goes through a one week learning phase based on the amount of water used. Known to shut water off due to false alarms where more water is being used than was being used during the learning phase. False alarms cause people to not trust the unit and shut it off manually.
- Must have Wi-Fi, if not connected will have frequent water shut offs
- Does not identify where problem is just shuts off valve. Requires user to check for possible leaks before turning water back on.
- Prone to damage from hard water and mineral deposits
- Requires 110 volt outlet in water heater closet
- Does not shut off hot water recirculation pump.
- 1 year warranty, doesn't include plumbing cost to remove and replace.

Leak Defense ($3,000 per unit requires electrical outlet installation)–

- Flow based system user sets parameters for amount of water needed. When it reaches capacity, it reduces flow by 50% for two minutes and if the valve is not reset it completely shuts off water supply. Known to cause false alarms and shut water off due to overuse of water. False alarms cause people to not trust the unit and shut it off manually.
- Requires 110 volt electric outlet with battery backup
- Valve must be manually exercised monthly by user
- Relies on Wi-Fi for communication and notification
- Takes at least two minutes to shut water off once capacity reached.

- Does not identify where water detection is just shuts water off, sounds audible alarm, and requires user to check for possible leaks before turning water back on.
- 2 year warranty but does not include expense for plumber to remove and replace

Yolink ($1,500 to $2,000 per unit) only includes plumber to install shut off valve and cost of hardware. The system, hardware programming, installation, and future maintenance would need to be done in house)

- Sensor based system, sensors need to be programmed to identify where water is detected and can include an audible alarm at sensor location.
- Wi-Fi dependent on sending out event notifications through their app (shut off valve will still function if water is detected and no Wi-Fi present)
- Customer service is very hard to get information from. Company is based out of China with one office location in California.

Zojacks ($3,150 per unit installed)

- Sensor based system. Sensors are programmed to identify where water is detected.
- Sensors also programmed to notify if water is detected in air handler closets from a/c system or floor drain.
- Shut off valve and sensors are battery powered. The hub that communicates with sensors, shut off valve, and monitoring requires 110 volt outlet and has battery backup, but it is not required to be installed inside the water heater closet.
- Shut off valve automatically exercises monthly
- Cellular based monitoring for notification and alerts through their app or on pc (system will still function without cellular based monitoring, but will not send out notifications)
- Lifetime equipment warranty labor included, Lifetime battery warranty replacement included, full system service every 2 years ($25 per unit per month this includes cellular monitoring). Installation and programming is coordinated, scheduled, and completed entirely by Zojacks team.

- Zojack's is a building wide system independent of each individual unit's Wi-fi system, in other words if unit Wi-Fi is out, or someone moves out or does not have Wi-fi service activated, it would still send notifications of all events.
- Zojack's is the only system I have found that monitors via cellular (monitoring is $25 per month per unit). Wi-Fi monitoring on 25 individual unit networks is not reliable especially when not in residence. In the event of a leak, we need immediate notification to limit the amount of damage and begin the process of drying and/or clean up.
- Zojack's is the only company I have found that handles installation, monitoring, and maintenance for the entire system for the entire building. This is a requirement of several insurance carriers that provide policy discounts.

I feel strongly that a building wide sensor-based leak prevention system best fits the needs of our building. By installing, maintaining, and monitoring a system for the entire building we can be sure that all systems are functioning as designed and will work when needed. The only system that I have found that best fits this description is the Zojack's system.

My recommendation to the Board is to approve the purchase and installation of the Zojack's system.

Respectfully Submitted,

Bill Veal

Date: May 17, 2026

To: Savoy Board of Directors

From: Bill Roe

Subject: Savoy Water Leak Detection System Recommendation

Recommendation: I recommend that The Savoy purchase and install in all residential units and common areas, the ZoJacks(ZJ) Leak Detection system at the earliest opportunity:
Here are the reasons for my recommendation:

Technology: ZJ provides a complete, 'one-stop' package for the entire building including installation, testing, training, continuous maintenance and upgrades, and monitoring of system operations. If a leak is detected, the system quickly shuts off the main water source for the entire unit, including the hot water circulation pump. Additionally, the ZJ system periodically performs a self-test to assure that everything is working properly and reports any detected deficiency to the owner, staff and to ZJ.

Cost: ZJ is competitively priced with other systems and is the only system that presents an opportunity to recapture costs over time.

Insurance: ZJ is working with many insurance companies (including the underwriter of Savoy's policies) to establish an annual premium discount for users of their system. When this happens, we have will have an opportunity to recapture our initial investment over an estimated 7 years and perhaps completely offset the annual maintenance costs in the future.

Savoy Staff Requirements: With the ZJ system our staff will have minimal involvement in the installation process and no work to maintain the system. Staff will be connected to the system by the ZJ dashboard and notification app. If ZJ monitoring of the system is included in the purchase package, then Staff involvement is limited to oversight responsibilities only.

Upgrades: ZJ operations center continually collects system data from all users(not including personal resident information) and uses this feedback to upgrade their software. These upgrades are discreetly sent back to the facilities as system improvements.

Training: ZJ will provide complete training to all residents and staff upon completion of the installation of the system as well as additional training at a later date to those residents who missed the initial sessions.

Work Description leading to the recommendation:

Below I will identify, in summary, the investigative and due diligence work with Bill Veal over the past two months:

-Analyzed four systems: Zojacks, as well YoLink, an application similar to ZJ, as well as two flow detection systems, Moen and Phyn.

-Met with the Property and Maintenance Managers at Sarabande(uses YoLink) and BLVD(uses ZoJacks) to learn about their experience with installed systems. At BLVD, I also met with the Board member who led their analysis of leak detection systems.

-I contacted suppliers of MOEN products including their District Reps, local distributors and their local plumber/electrician, who MOEN recommended for the supply and installation work of the their products.

-I contacted and received proposals for the YoLink system from the US division of the Chinese company that manufactures and supplies the YoLink products.

-I met twice with ZoJacks Account Rep and once with VP of Strategy and Innovation, who is also part owner of ZJ.

In all this work, I found major shortcomings with the competing systems. ZJ impressed me as, not only the best, but the most effective leak detection system for The Savoy.

Respectfully submitted,

Bill Roe

Zojacks Funding Recommendation

By: Bill Veal

- The total cost of the project is $75,770.95. This includes all applicable taxes.
- We are currently running well under budget on our 2026 operating budget mainly due to the reduced insurance premium renewals (approx. $58k less than the amount budget).
- My recommendation is to utilize $55k from our current operating surplus (estimated to be $71k at year end) and apply to the purchase and installation of the Zojacks system. This would leave $20,771 remaining to be funded for the project.

Two options for funding the remainder:

OPTION 1

- A one-time special assessment of the following amounts per unit:

Unit Type	Unit Number	Per Unit %	Per Unit Full Amount
A	401, 701, 1001	0.03857	$801.14
A1	301, 501, 601, 801, 901	0.03897	$809.45
B	402, 502, 602, 702, 802, 902, 1002	0.04423	$918.70
C	403, 503, 603, 703, 803, 903, 1003	0.03655	$759.18
PHA	1101	0.07012	$1,456.46
PHB	1102	0.05386	$1,118.73
		Total	$20,771.00

- A special assessment would require an additional Board of Directors meeting with notice and agenda posted and distributed at least 14 days before the meeting, but the decision regarding a special assessment would be decided by the Board of Directors.

Zojacks Funding Recommendation

By: Bill Veal

OPTION 2

- Borrow $20,771 from the non-structural reserves to be paid back over a 4 or 5 year period. This would slightly raise the annual reserve contribution approx. $150 - $200 per year per unit.
- Borrowing from the non-structural reserves will require a vote of the membership either in person or by proxy. This could be included with the proxy for the 2026 Annual Members meeting scheduled for 10/22/26.
- If for any reason we do not get a 51% quorum of owners for the annual meeting, or do not get at least 51% approval of the membership to borrow from the non-structural reserves, option one would need to be reconsidered at a future Board meeting.

Savoy on Palm

9/3/2026

2027 "PROPOSED" Operating Budget
January 1, 2027 through December 31, 2027

Income

A/C#	Description	Year End 2025	Budget 2025	July-26	Projected Y/E 2026	Budget 2026	Budget 2027
40100	Maintenance Fees	$670,656.00	670,656	$424,572.17	$ 727,838	$ 727,838	719,376
40800	Guest Suite Fees	$8,400.00	8,000	$7,650.00	$ 8,000	$ 8,000	8,000
48000	Interest Income	$6,752.67	100	$4,028.25	$ 7,500	$ 100	100
49100	Other Income	$32.66	100	$229.26	$ 250	$ 100	100
	Reserve Income From Quarterly Fees	$318,982.67	378,169	$208,230.86	$ 389,514	$ 389,514	369,221
	Reserve Interest Income	$56,145.06		$30,731.88	$ 54,500		
	Total Income	**$1,060,969.06**	**1,057,025**	**$675,442.42**	**$ 1,187,602**	**$ 1,125,552**	**1,096,797**

Expenses

A/C#	Description	Year End 2025	Budget 2025	July-26	Projected Y/E 2026	Budget 2026	Budget 2027
60500	Audit and Tax Prep	$2,774.00	2,390	$0.00	$ 800	$ 800	2,500
61500	Fees to Division	$96.00	96	$0.00	$ 96	$ 96	96
63500	Fees Due & Licenses	$1,036.25	1,300	$1,036.25	$ 1,036	$ 1,400	1,100
64700	Worker's Comp Insurance	$4,049.00	4,200	$2,496.00	$ 4,200	$ 4,800	4,800
66000	Legal Fees	$12,309.40	2,000	$5,855.62	$ 15,000	$ 15,000	15,000
67000	Management Fees	$13,667.00	14,000	$10,368.00	$ 17,000	$ 14,500	19,500
67500	Office Supplies,Postage and Printing	$2,462.05	1,800	$1,399.93	$ 2,165	$ 2,200	2,400
67800	Payroll Taxes	$13,632.15	13,900	$8,245.99	$ 14,200	$ 14,500	14,500
68800	Professional Fees (appraisal update)	$0.00	600	$0.00	$ -	$ 800	900
	Structural Integrity Reserve Study (update)	$0.00	0	$0.00	$ -	$ -	1,800
73700	Social Committee Expense	$1,525.00	1,500	$1,339.89	$ 2,500	$ 2,500	2,500
74500	Taxes- Income	$16,438.77	9,000	$3,640.00	$ 6,240	$ 17,500	6,500
73500	Salaries & Wages	$173,697.75	174,000	$105,093.64	$178,000.00	$ 179,220	182,000
62000	Depreciation Expense	$0.00	0	$0.00			
62500	Elevator Service Contract	$27,130.00	26,160	$16,416.00	$ 28,200	$ 27,207	30,000
	Elevator Monitoring Lines						3,950
63000	Eqpmt Service Contracts	$7,497.38	12,300	$6,281.20	$ 12,000	$ 12,425	12,425
64000	Fire Alarm Test, Monitor	$2,277.71	2,500	$327.00	$ 3,000	$ 3,000	3,000
64200	Generator Fuel	$0.00	1,000	$0.00	$ 1,000	$ 1,000	2,000
64300	Guest Suite Expenses	$47.31	500	$0.00	$ 200	$ 200	200
65000	Landscape Maintenance Contract	$14,640.00	14,500	$8,981.00	$ 15,470	$ 15,600	16,000
65500	Landscape New Plants	$5,523.84	8,000	$3,406.03	$ 8,000	$ 8,000	8,500
68000	Pest Control	$3,164.16	3,000	$1,901.13	$ 3,260	$ 3,100	3,500
68500	Pool/Spa/Fountain Contract	$7,800.00	8,100	$4,130.00	$ 8,220	$ 8,200	8,500
69000	Repairs & Replacements	$1,435.11	25,000	$31,546.96	$ 40,000	$ 40,000	40,000
69500	Repair & Maintenance- Elevator	$6,245.00	1,200	$0.00	$ 1,200	$ 1,200	2,000
70000	Repairs & Maintenance- Interior Plants	$0.00	250	$0.00	$ -	$ 250	0
70200	Repair & Maintenance- Pool/Spa/Fountain	$1,410.44	2,000	$8,315.72	$ 8,500	$ 1,000	1,000
70300	Repairs & Maintenance Fire Alarm	$1,685.61	3,000	$1,471.25	$ 2,200	$ 3,000	3,000
70500	Repair & Maintenance- Landscape Other	$2,234.00	4,000	$999.32	$ 4,000	$ 4,000	4,000
	Tree Trimming 2027	$0.00	0	$0.00	$ -	$ -	15,000
71500	Repair & Maintenance- Stormwater	$0.00	500	$102.00	$ -	$ 500	250
72000	Repair & Maintenance- Window Cleaning	$7,360.00	5,660	$3,955.00	$ 7,580	$ 7,600	7,980
74000	Supplies- Cleaning	$1,383.96	1,600	$932.25	$ 1,600	$ 1,600	1,600
74200	Supplies- Maintenance	$3,973.93	5,000	$1,833.45	$ 5,000	$ 5,000	5,000
67600	Miscellaneous Expense	$1,259.17	1,000	$6,196.35	$ 6,200	$ 1,000	1,000
64500	Insurance	$187,275.00	200,000	$94,866.00	$ 146,300	$ 205,000	160,000
75000	Telephone	$9,167.83	9,000	$3,926.65	$ 6,800	$ 9,000	5,700
77000	Utilities- Cable TV	$25,576.15	25,000	$16,007.17	$ 27,412	$ 27,540	29,453
77500	Utilities- Electric	$35,477.81	42,000	$21,362.84	$ 38,000	$ 42,000	42,000
78000	Utilities- Gas	$8,347.40	8,000	$6,663.96	$ 9,100	$ 8,200	9,500
79000	Utilities- Water/Sewer/Garbage	$44,405.98	44,000	$23,227.07	$ 46,500	$ 46,000	49,000
79500	Utilities- Trash/Cardboard	$857.41	800	$653.23	$ 1,190	$ 1,100	1,400
	Zojacks Monitoring						8,022
	OPERATING EXPENSES	**$647,862.57**	**678,856**	**$402,976.90**	**$ 672,169**	**$ 736,038**	**727,576**
Reserves							
	Amount Funded to Reserves	$375,127.73	378,169	$238,962.74	$ 444,014	$ 389,514	369,221
	Total Expense	**$1,022,990.30**	**1,057,025**	**$641,939.64**	**$ 1,116,183**	**$ 1,125,552**	**1,096,797**
	Projected Y/E Income / (loss)	**$37,978.76**	**0**	**$33,502.78**	**$ 71,419**	**$ -**	**0**

		"PROPOSED"Operating Budget Year 2027		
Operating Budget Income from Quarterly Fees				$719,376.00
			Per Unit	
Unit Type	**Unit Number**	**Per Unit %**	**Annual Fee**	**Qtrly Fee**
A	401, 701, 1001	3.857%	$27,746.33	$6,936.58
A1	301, 501, 601, 801, 901	3.897%	$28,034.08	$7,008.52
B	402, 502, 602, 702, 802, 902, 1002	4.423%	$31,818.00	$7,954.50
C	403, 503, 603, 703, 803, 903, 1003	3.655%	$26,293.19	$6,573.30
PHA	1101	7.012%	$50,442.65	$12,610.66
PHB	1102	5.386%	$38,745.59	$9,686.40
	Confirmation Formula	Number of units per type times annual fee		
a	3	$83,239.00		
a1	5	$140,170.41		
b	7	$222,726.00		
c	7	$184,052.35		
pha	1	$50,442.65		
phb	1	$38,745.59		
	24	$719,376.00		
		"PROPOSED" Operating & Reserve Budget - 2027		
Total Operating and Reserve Budget for the Association				$1,126,576.00
	2025 Budget Surplus Applied to Reserves			$37,978.76
				$1,088,597.24
			Per Unit	
Unit Type	**Unit Number**	**Per Unit %**	**Annual Fee**	**Qtrly Fee**
A	401, 701, 1001	3.857%	$41,987.20	$10,496.80
A1	301, 501, 601, 801, 901	3.897%	$42,422.63	$10,605.66
B	402, 502, 602, 702, 802, 902, 1002	4.423%	$48,148.66	$12,037.16
C	403, 503, 603, 703, 803, 903, 1003	3.655%	$39,788.23	$9,947.06
PHA	1101	7.012%	$76,332.44	$19,083.11
PHB	1102	5.386%	$58,631.85	$14,657.96
	Confirmation Formula	Number of units per type times annual fee		
a	3	$125,961.59		
a1	5	$212,113.17		
b	7	$337,040.59		
c	7	$278,517.60		
pha	1	$76,332.44		
phb	1	$58,631.85		
	24	$1,088,597.24		
2027 Reserve Contribution per Schedule:		"SIRS"	$179,042.00	
		"NON-SIRS"	$228,158.00	
Subtract 2025 operating surplus and apply to 2027 reserve budget			$37,978.76	
Total Reserve Fund Contribution from Quarterly Fees			$369,221.24	

A/C	Description	Explanation - with amount of increase or decrease 9/3/2026
60500	Audit and Tax Prep	Audit reqiured in 2027 for 2026
61500	Fees to Division	Same
63500	Fees Due & Licenses	Reduced slightly based on history ($300)
64700	Worker's Comp Insurance	Same as 2026 based on history
66000	Legal Fees	Left the same as 2026 (will need to be determined by Board)
67000	Management Fees	5k increase based on 2026 (billing went to hourly instead of monthly plus hourly)
67500	Office Supplies,Postage and Printing	Slight increase ($200)
67800	Payroll Taxes	Same
68800	Professional Fees	Insurance appraisal per quote
	Reserve Study Update	Update in 2027 for 2028 per quote
73700	Social Committee Expense	Same
74500	Taxes- Income	Reduced $11k based on amended returns for 23, 24, & 25
73500	Salaries & Wages	3.5% increase budgeted
62500	Elevator Service Contract	4% increase per contract
63000	Eqpmt Service Contracts	Same
	Elevator monitoring (cellular)	$3,950 per quote (this is new as copper phone lines must be changed to cellular for emergency line monitoring) Telephone bill will be reduced by $3,300
64000	Fire Alarm Test, Monitor	Same
64200	Generator Fuel	Increased to $2k for fuel prices
64300	Guest Suite Expenses	Same
65000	Landscape Maintenance Contract	Slight increase based on history ($400)
65500	Landscape New Plants	Slight increase ($500)
68000	Pest Control	Slight increase ($400)
68500	Pool/Spa/Fountain Contract	Slight incrase ($300)
69000	Repairs & Replacements	Same
69500	Repair & Maintenance- Elevator	increase $800 Load testing required for 2027
70000	Repairs & Maintenance- Interior Plants	Same
70200	Repair & Maintenance- Pool/Spa/Fountain	Same (over this year due to leak testing)
70300	Repairs & Maintenance Fire Alarm	Same
70500	Repair & Maintenance- Landscape Other	15k incrrease for tree trimming for entire property (this will not be a recurring expense)
71500	Repair & Maintenance- Stormwater	reduced slightly ($250)
72000	Repair & Maintenance- Window Cleaning	Slight increase $380 per quote
74000	Supplies- Cleaning	Same
74200	Supplies- Maintenance	Same
67600	Miscellaneous Expense	Same, Over this year (Elevator Consultant $4,800, and Front desk shade $1,396.35)
64500	Insurance	45k decrease budgeted for up to a $14k increase for 2027
75000	Telephone	$3,300 decrease. Will be dropping 6 lines for elevator and fire alarm monitoring
77000	Utilities- Cable TV	$2k increase based on history, will not know until January 2027
77500	Utilities- Electric	Same
78000	Utilities- Gas	Increased $1.3k based on 2026 rates, hopefully this will go down in 2027
79000	Utilities- Water/Sewer	Increased $3k based on usage and history
79500	Utilities- Trash/Recycle	Increased $300 based on history
	Zojacks Monitoring	Added for 2027 at $25 per unit per month plus taxes (includes common area)

Approximately .03% increase