

	Option #1	Option #2	Option #3	Option #4	Option #5	Option #6	Option #7	Chosen Option	Option #9	Option #10	Option #11
	First Service. Residential	Empire Management Group	HMI Management / (Hara) Associa	Beacon Community Management	Southwest	Real Manage	Real Manage	FOLIO Association Management	FOLIO Association Management	Great Communities/ Specialty Management	Great Communities/ Specialty Management
Name:	Maitland	Kissimmee	Longwood	Windermere	Maitland	Winter Garden	Winter Garden	Orlando	Orlando	Altamonte Springs	Altamonte Springs
Address:	1990	1993	1972	2010	2005	2002	2002	2010	2010	1983	1983
When Company established:	N/A	N/A	N/A	7	Unknown	8 to 10	8 to 10	20-24	20-24	Unknown	Unknown
No. of Communities per manager	26,000	1,000	388	718	1800	9465	9465	1034	1034	600	600
Largest Association Managed	23	25	6	15	22	32	32	4	4	12	12
Smallest Association Managed	24/7 Call Center	30 min	30 min	24 hrs	24/7 call center	24 hrs	24 hrs	24/7 call center	24/7 call center	24/7 call center	24/7 call center
Maintneance Emergency Response	24/7 Call Center	48 hours	24-48 hrs	24 hrs	24-48 hrs	24-48 hrs	24-48 hrs	48 hrs	48 hrs	24/7 call center	24/7 call center
Other Requests	Online Available	Online Available	24/7 Call Center	24/ 7 email/phone	24/7 call center	24/7 call center	24/7 call center	48 hrs	48 hrs	24/7 call center	24/7 call center
Extended Hours	Included Off-site	Included Off-Site	Included Off-Site	Included On-Site	Included On-Site	Included Off-Site	Included On-Site	Included On-Site	Included On-Site	On-Site	On-Site
Board Education Courses	20 hrs			20 hrs	20 hrs		24 hrs	15 hrs	20 hrs	15 hrs	20 hrs
Onsite / Off-site CAM Assigned	Min 18 mths	1 year	14 years	1 year	3 years	3 years	3 years	1 year	1 year	1 year	1 year
Hours Assigned Weekly	1 yr term @6% (f)	1 year	1 year @3% (f)	1 year	3 years	3 years @ 3.5% (f)	3 years @ 3.5% (f)	1 year	1 year	No Auto Renewal	No Auto Renewal
Initial Contract Term											
Renewal rate											
Portfolio Management											
Certified Managers	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
One Mgr per Association	Y	N/A	Y	Y	Y	Y	Y	Y	Y	Y	Y
# of Properties assigned to Mgr	N/A	N/A	Multiple	Multiple	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	2 per week / up to 4 hrs per visit	12 per yr	12 per yr , more available	On-site	On-site	12 per yr	3 days per week/ 8 hrs each day *	On-site	On-site	On-Site	On-Site
Community Visits	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
Web-based Management											
Services											
Board/ Owner Portal	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Tenant Portal	Included	Email	Email	Email	Email	Email	Email	Email	Email	Email	Email
Board Meetings (14 per year)	8 Meetings / yr	12 Meetings / yr	14 Meetings	14 Meetings	12 Meetings	14 Meetings	14 Meetings	14 Meetings	14 Meetings	14 Meetings	14 Meetings
Coordinate & Manage Vendors	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Manage Vendor Bid Process	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Oversee Capital Improvement Projects	Not Included	Add 10% of Proj cost	Add 2-3% of Proj cost	Add 10% to Proj cost	Additional Charge	Add 10% to Proj cost	Add 10% to Proj cost	Add 7% to Proj cost	Add 7% to Proj cost	Unknown	Unknown
Architectural Applications Tracker	Included	Included	Included	Add Cost	Included	Included	Included	Included	Included	Included	Included
Financials											
Budget Planning	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Reserve Account Management	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Assessment Collections	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Vendor Payments	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Bank Reconciliations	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Monthly Budget Reporting	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Partner Bank used	Unknown	Unknown	Unknown	Bank United	Cogent Bank	Seacoast, Banc or California First	Seacoast, Banc or California First	National	National	Truist	Truist
Tech/Online Services											
Mobile App	Included	Included	Unknown	Unknown	Future Proj	Included	Included	Included	Included	Included	Included
Virtual Meetings	Available	Available	Available	Unknown	Included	Included	Included	Available	Available	Included	Included
Online Voting	Available	Available	Unknown	Unknown	Unknown	Available	Available	Available	Available	Future Project	Future Project
Collection of Dues	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Bid Processing & Management	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Membership Communication	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Legal Support											
Litigation Support in Event of Lawsuit	\$150 hr	\$250 hr	\$75-\$125/hour	\$65 hr	\$175 hr	Unknown	Unknown	\$75-\$150 hr	\$75-\$150 hr	\$50 hr	\$50 hr
Email/ Portal Violation Submissions	Included	Included	Unknown	Included	Included	Included	Included	Included	Included	Included	Included
Mail Violations	\$8.50 per letter	\$5 per letter	\$5 per letter	at cost	\$2.5 per letter	Add fees	Add fees	\$3.5 per letter	\$3.5 per letter	\$0	\$0
Enforcement of Collection Policies	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Storage of Association Records	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Handle Full Collection Services	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included	Included
Transition Timeline											
No of days requested				60 -100 days		60 Days	60 Days	60-90 days	60-90 days	30-60 days	30-60 days
Cost											
Management Fee	\$72,432.00	\$48,000.00	\$61,257	\$66,840		\$21,000	\$21,000	\$41,280	\$41,280	\$63,984	\$61,920
Onsite CAM Fee					\$106,148		\$54,000	\$35,963	\$47,950	\$33,540	\$44,720
Health Insurance Onsite Staff		\$5,100									
Additional Full Time Staff	Recc Admin Assistant	Maintenance									
Technology Solutions Yearly Fee	\$1,800	\$2,400	\$204								

