

**Second Bayshore Condominium Association  
Management Company Evaluation Options Comparison**

	Importance	Current			Hire CAM Full Time			Management Company		
		Comment	Score	Wt-Score	Comment	Score	Wt-Score	Comment	Score	Wt-Score
<b>Objectives</b>										
<b>Cost Savings</b>										
Lower Contract Pricing	8		7	56		4	32		10	80
More Productive Maintenance Staff	6		1	6		3	18		9	54
Competitive Insurance Rates	10		2	20		4	40		10	100
Reduction in Legal Expenses	8		4	32		4	32		10	80
Proactive Cost Savings Ideas	9		4	36		4	36		8	72
<b>Cost Savings</b>	<b>8.2</b>		<b>3.6</b>	<b>150</b>		<b>3.8</b>	<b>158</b>		<b>9.4</b>	<b>386</b>
<b>Continuity of Operations</b>										
12 Months a Year	10		2	20		10	100		10	100
From one Board to the Next	10		1	10		10	100		10	100
As Employees Changes	7		1	7		5	35		10	70
<b>Continuity of Operations</b>	<b>9.0</b>		<b>1.3</b>	<b>37</b>		<b>8.3</b>	<b>235</b>		<b>10.0</b>	<b>270</b>
<b>Better Owner Experience</b>										
Timely Issue Resolution	10		1	10		5	50		10	100
24/7 Emergency Resolution	10		1	10		1	10		10	100
Consistent Policy Enforcement	10		1	10		9	90		10	100
Fair & Unbiased Owner Treatment	10		6	60		10	100		10	100
Better Communication	10		1	10		7	70		10	100
Access to Owner Own Records	6		1	6		3	18		10	60
<b>Better Owner Experience</b>	<b>9.3</b>		<b>1.8</b>	<b>106</b>		<b>5.8</b>	<b>338</b>		<b>10.0</b>	<b>560</b>
<b>Useful Association Records for Board</b>										
Communications	10		2	20		7	70		10	100
Planning Long term Needs	7		2	14		7	49		10	70
Tracking Warranties	9		0	0		7	63		10	90
Project Planning	8		1	8		4	32		10	80
<b>Useful Association Records for Board</b>	<b>8.5</b>		<b>1.3</b>	<b>42</b>		<b>6.3</b>	<b>214</b>		<b>10.0</b>	<b>340</b>
<b>Better Project Management</b>										
Accountability for Projects	10		4	40		10	100		10	100
Quality Contractors	8		3	24		8	64		10	80
Timely Project Status	5		3	15		10	50		10	50
Timely Completion	10		3	30		7	70		8	80
<b>Better Project Management</b>	<b>8.3</b>		<b>3.3</b>	<b>109</b>		<b>8.8</b>	<b>284</b>		<b>9.5</b>	<b>310</b>
<b>Better Board Experience</b>										
Well defined Board Responsibilities	8		1	8		2	16		10	80
Reduction in Board Work Effort	10		1	10		5	50		10	100
Reduction in Personnel Issues	7		1	7		8	56		10	70
Keeping up with Changes in Florida L	7		1	7		7	49		10	70
Minimize Board Legal Liability	10		1	10		7	70		10	100

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Better Board Experience	8.4		1.0	42		5.8	241		10.0	420
<b>Objectives</b>	<b>Total</b>			<b>486</b>			<b>1470</b>			<b>2286</b>
<b>Costs</b>										
Monthly Management Fee	6.0	\$ -	0	0	\$ -	0	0	\$ 3,000	10	60
Accounting Fee	2.0	\$ 1,000	10	20	\$ 1,000	10	20	\$ -	0	0
Maintenance Personnel	8.4	\$ 3,900	9	78	\$ 3,900	9	78	\$ 4,193	10	84
Health Insurance	1.0	\$ -	0	0	\$ -	0	0	\$ 495	10	10
Property Manager	10.0	\$ -	0	0	\$ 5,000	10	100	\$ 2,795	6	56
Office personel	1.2	\$ 600	10	12	\$ -	0	0	\$ -	0	0
Annual Increase	5.0	\$ -	0	0	2%	7	33	3%	10	50
Extra Fees	0.6	\$ -	0	0	\$ -	0	0	\$ 300	10	6
<b>Costs</b>	<b>Total</b>			<b>110</b>			<b>231</b>			<b>266</b>
<b>Value</b>				<b>4.4</b>			<b>6.4</b>			<b>8.6</b>