



Iron Blossam

Snowbird Ski and Summer Resort



ANNUAL UPDATE 2013

Greetings!

Another year has come and gone as the Iron Blossam moves into its 38th year of full operation. As our building, mechanical equipment and furnishings age, it is important that we are diligent in maintaining the facilities. Additionally, we continue updating areas to be in compliance with federally mandated ADA (Americans with Disabilities Act) requirements. The board, management team and staff remain committed to maintaining the facilities and amenities to ensure your continued enjoyment of your time at the Iron Blossam.

Our year was highlighted by the Iron Blossam's retention of RCI's Silver Crown Award and Interval International's Select Resort Award. We are all proud of the efforts by everyone to achieve these prestigious industry recognitions. We are also proud of our tradition for creating wonderful times and special memories with the friends and families that have visited Iron Blossam.

We look forward to the upcoming seasons and are excited to see each of you on your next visit to Iron Blossam.

Best regards,

Jim Maxwell
Lodge Manager

ANNUAL MEETING RECAP

Mother Nature smiled on all of those in attendance of the 37th Annual Meeting of the Iron Blossam Owner's Association on September 22 which proved to be one of the more beautiful fall days this season!

Owners in attendance had the opportunity to meet with Tom Jones, Snowbird's VP of Finance, who presented a review of the owners' financial status (owners desiring a copy of the Independent Auditor's Financial Report may contact the Iron Blossam Owner Services Department to receive a copy). Jim Maxwell, General Manager of Iron Blossam Lodge, delivered updates on many great improvements and renovations at the lodge. He ended by reminding owners to register their email addresses online at www.ironblossam.net in order to receive regular updates about Iron Blossam Lodge.

James Hadfield, Iron Blossam Board President, gave the President's Report which included the Iron Blossam's receipt of the Silver Crown Award from RCI and awards from Interval International for being a Select Resort and for Superior Service. He updated owners on current events and thanked everyone for their loyalty and support for the Association. He then reported on the owner voting results whereby Bob Petersen and Doug Pell were elected, and Larry McGill was re-elected to the Board of Directors.

Retiring directors James Hadfield and Carolyn Blackwelder were each recognized with awards and thanked for their longtime service to Iron Blossam.

James ended the meeting by reminding the owners that their participation is important and that the board appreciates the opportunity to hear directly from owners with concerns, positive commentary and suggestions. Overall, it was a very productive and informative event.

THE WILDFLOWER IS OPEN THIS SUMMER!

The Wildflower Restaurant has re-opened for the summer season and we are excited for their new menu and expanded services. The Wildflower will continue its tradition of friendly service and great food featuring a value-priced Italian themed menu of pizzas, pastas, soups and salads. It promises to be a fun and tasty family-oriented dining experience!

The Wildflower will be offering the following: tasty pizzas to-go, a kid's pizza-making class and a variety of daily specials. In addition the Wildflower will also offer catering services for your family gatherings and space rental for your larger events.

The Wildflower is open from 5 p.m. until 9 p.m. Saturday through Tuesday. Come dine with us and check out the new menu.

GO GREEN Save Trees and Money!

Our Go Green efforts continue to reduce paper printing and mailing costs. In these challenging economic times, it is important to help us fight rising costs. If you are able and have not yet registered your email address with us, please visit our website and sign up today!

Our online services include:

- For-sale-by-owner and internal exchange listings and subscriptions
- Owner reservation processing
- Credit card payment center
- Proxy voting for the annual meeting

Registration of your e-mail address also provides these additional money saving services:

- Courtesy upcoming weeks confirmation/reminder notification
- Iron Blossam trustee sale notification
- Annual meeting of owners notification
- Owner newsletters
- Notifications of special opportunities, events and activities that will enhance your ownership and aid you in planning for your upcoming week

Register now at www.ironblossam.net

SCAM ALERT! Owners Beware

Iron Blossam does not release ownership information to others. We strive to protect your privacy and ownership information. Please be aware that your timeshare ownership is a matter of public record. Additionally, email addresses and phone numbers are obtainable via various websites. Unethical businesses that offer fraudulent timeshare sale opportunities are able to obtain your contact information. These companies use scare tactics, false promises of unrealistic purchase prices and opportunities to con you out of your money and your timeshare ownership. Please be aware of potential fraudulent solicitations.

With any timeshare re-sell transaction, please make sure you carefully verify the legitimacy of the buyer.

RENOVATIONS/SUMMER CONSTRUCTION

We have closely monitored our roof areas as they age. We want to insure that we obtain the maximum life of this area and limit leaks and potential damage to rooms. Various sections of the roof have been replaced over the past few summers and it is now necessary to replace the remaining sections. This will include the remaining section of the main roof level, a section on the West end of the building and the membranes that are underneath the decks that adjoin units 1009 and 804. As the season for roof construction is limited to summer periods, this work has been scheduled for July and August.

The project to bring the Family Pool into compliance with federal ADA requirements that was initially scheduled for last fall was delayed by the permit process with Salt Lake County. It has been rescheduled for this fall. The project includes construction of an ADA required pool access area and the addition of an ADA accessible restroom/cleansing shower area. The work will begin in late August and is scheduled for completion by early October. We anticipate that the Family Pool will still be open during this period.

It is also time to begin updating some of the room furnishings. In May 2013 we started the first phase of this project. The scope of the project includes new carpet for all rooms, new sofa sleepers and chairs. The carpet and new furnishings will be added in phases. We anticipate this project will be completed in November 2014.

There will be opportunities to purchase the used furniture as it becomes available. Notifications of furniture sales will be sent by email and posted on the Iron Blossam website.

MAINTENANCE WEEK UPDATES

Each May and November we have a week dedicated to repairs, cleaning and renovations. For each maintenance period, we have contractors that clean the hallway and room carpets, room furniture and windows, all in addition to the extra cleaning chores in the rooms and around the common areas. We realize that your vacation time is valuable; therefore we try to limit projects and major repairs during the weeks of occupancy. Over the last two maintenance periods, we have worked on the following renovations and major repair projects:

November 2012

- The ADA (Americans with Disabilities Act) required lift was installed for the hot tub
- New dishwashers were installed in north-side rooms
- New upholstered chairs were installed in north-side rooms
- Extensive repairs were made to the main water distribution in the mechanical equipment room
- Rooms on the 8th floor were painted. Metal trim on entry areas were painted

May 2013

- The game room, spa areas and a portion of the handrails in the stairwells were painted
- All rooms on the 7th floor were painted
- Parking lot was re-stripped
- Laundry vents were cleaned
- Summer pools were cleaned and re-opened
- Phase one of carpet replacement was started

IRON BLOSSAM CONTACTS

We value the opportunity to hear from you. Your suggestions, compliments, and concerns are important! We have a variety of staff and departments ready to assist you.

For general inquiries, internal exchange listings, for-sale-by-owner listings and exchange information and assistance.

Owner Services: Abigail Cardwell
ibownerservices@snowbird.com (801) 933-2097

Website Administration: Lizzy Osborne
losborne@snowbird.com (801) 933-2059

Questions regarding owner assessments and payments:

Timeshare Accountant: Candace Shugart
cshugart@snowbird.com (801) 947-7927

Questions regarding deed or ownership changes:

Real Estate Agent: Heather Tolbert
htolbert@snowbird.com (801) 581-9969

Iron Blossam Administration:

Lodge Manager: Jim Maxwell
jmaxwell@snowbird.com (801) 933-2090

Assistant Manager: Mary Baker
mbaker@snowbird.com (801) 933-2093

Front Desk Manager: Jessica Breitling
jbreitling@snowbird.com (801) 933-2098

The Board of Directors may also be contacted at:

Iron Blossam Board of Directors
P.O. Box 929000
Snowbird, Utah 84092
ibboard@snowbird.com

PAYMENT OPTIONS

Prompt payments and efficient processing enable the Association to reduce expenses. The annual assessments are due on or before July 31, 2013.

Payment by check (preferred method)

Owner payments by check are processed at a lower cost to the association than credit card payments.

- Return your check in the enclosed envelope to our bank processing center
- If you are visiting Iron Blossam prior to July 31st, you may pay directly at the Iron Blossam Front Desk. **Please be sure to bring your statement.**

Credit card payments:

To protect the security of your account, our credit card security protocol allows for online credit card payments ONLY. Credit card payments must be made via the online payment center. Credit card payments cannot be processed by telephone.

For credit card payments please access the Iron Blossam Payment Center at www.ironblossam.net. Be sure to have your owner statement available as you will need to reference your owner number and payment amount.

Payments received after July 31st will be assessed interest charges.

FINANCIAL REPORT

The 2012/2013 fiscal year continued with similar challenges from the previous year. Economic conditions and lower than average snowfall continue to impact business levels. These challenges created shortfalls in revenue that the Owners Association historically earns from a variety of sources including the Wildflower Lease, Resort Fee income, etc. We were able to respond to business levels and reduce payroll, operating expenses and utilities. Overall, we are pleased to have ended the 2012/2013 fiscal year with a fiscal year end surplus of \$158,273.00.

Additionally, the budgeted contingency of \$88,623.00 was not used, resulting in a fiscal year end surplus of \$246,896.00. In recent years, the Association has incurred significant costs to update facilities and maintain aging mechanical systems and roof areas. Looking forward, we anticipate future expenses for necessary renovations and compliance with ADA requirements. The Board of Directors has approved the transfer of the Operating Budget surplus to the Common Area Reserve Fund, to help ensure that it remains adequately funded. The budget for the 2013/2014 fiscal year begins on June 1, 2013 and continues until May 31, 2014. There is optimism for the economy and weather for the upcoming fiscal year. We project revenue will increase by 10.5% payroll expenses will increase by only 2%, and operating expenses will increase by 2.7%, utility costs have dropped slightly, however, the usage of wireless services is increasing significantly, thereby adding cost to maintain and increase the capacity of internet services. Overall, the total utility budget has decreased by .64%. Areas of the budget that have changed significantly are: (1) a 10.23% increase in the Common Area Maintenance account due to the Owners Association assuming ownership of delinquent units. (2) Expenses associated with the wireless internet are projected to increase 18.2%. (3) The Common Area Reserve Allocation has increased 31.58% as we need to provide more funding for future Common Area expenses. Those items and other inflationary increases have largely been offset by operational savings and as a result the average total assessment increase is only 2%. The impact on each owner's individual assessment varies depending upon the percentage of ownership. The 2013/2014 assessment includes a per-unit Furniture Reserve Assessment of \$51, a Housekeeping Assessment of \$86.45, and a shared Common Area Operating Expense cost of \$3,109,261.

Assessments are made following the policies established in Exhibit A of the *Iron Blossam Lodge Documentation*. The Board of Directors would like to thank our Budget and Finance Committee for their excellent work in reviewing the expenditures and budget. We also want to thank our management and staff at the Iron Blossam for their continued efforts.

The annual assessment payment is due on or before July 31, 2013. Your prompt payment helps minimize additional billing costs and interest charges (21% per annum).

The occupancy or rental of units is restricted to owners current on payment of their assessments. Owners depositing units with an exchange company must pre-pay the assessment for the fiscal year being exchanged. The pre-payment must be received prior to the Iron Blossam verifying the space bank requests. Liens and lien charges for past due assessments will be added during September 2013. If you have questions regarding your statement(s), please write Candace Shugart at 3165 E. Millrock, Suite 150, Holladay, Utah 84121 or email her at cshugart@snowbird.com.

Please do not include correspondence or reservation confirmations with your payment.

IRON BLOSSAM OWNERS ASSOCIATION

Fiscal Year 2013/14 Budget – June 1, 2013 to May 31, 2014

	Budget 06/01/13-05/31/14	Budget 06/01/12-05/31/13
Common Area Revenue		
Vending Income	18,710	19,910
Interest Income	50,860	41,190
Misc. Income	79,892	74,064
Total Revenue	149,462	135,164
Expenditures		
Payroll		
Bell Service	34,010	32,880
Clerical/Front Desk	337,841	327,489
Maintenance	126,659	132,856
Housepersons	107,912	101,338
Employee Benefits	187,991	184,315
Total Payroll	794,413	778,878
Operating Expenses		
Accounting and Auditing	14,100	14,100
Bad Debts	36,000	36,000
Bank Charges	7,500	7,500
Credit Card Discounts	40,950	43,950
Landscaping	6,200	6,200
Common Area Maint	259,500	235,426
Contract Services	21,600	22,000
Directors Expense	18,100	18,700
Dues and Assessments	1,780	2,020
Elevator Service Contract	27,600	26,520
Employee Recognition	9,350	9,350
Equipment Rental	8,250	7,000
General and Administration	135,276	133,488
Accounting Services, TV equipment rental Human Resources, Computer rental/purchase		
Public Safety	47,940	46,548
Hospitality Bar	26,300	25,800
Janitorial Supplies	16,500	15,900
Laundry/Linen	37,800	36,400
Management Fees	236,736	233,592
Office Supplies/Printing	17,000	17,000
Operating Supplies	42,500	43,700
Postage and Freight	11,000	11,400
Repairs and Maintenance	162,000	162,000
Sauna/Swimming	18,900	18,900
Recreation Expense	39,094	37,840
Travel and Auto	8,450	9,200
Uniforms	5,500	5,500
Vending Expense	0	480
Owner/Guest Supplies	96,000	94,000
Snow Night Expense	2,000	2,000
Legal Fees	1,800	1,800
Silver/Glass/China	12,000	13,000
Total Operating Expenses	1,367,726	1,337,314
Utilities		
Electricity	198,894	213,504
Natural Gas	78,705	80,981
Refuse Removal	13,272	12,756
Snow Removal	30,438	29,552
Telephone/Internet	72,378	61,235
TV Cable Service	28,080	26,080
Water and Sewer	102,264	103,287
Total Utilities	524,031	527,394
Fixed Expenses		
Insurance	69,960	68,760
Common Area Reserve	50,000	38,000
Property Tax/Licenses	362,040	338,700
Total Fixed Expenses	482,000	445,460
Expense Contingency 3%	\$90,552	\$88,616
Total Expenditures	3,109,261	3,042,498
Housekeeping Assessment (per unit)	86.45	86.24
Furniture Reserve (per unit)	51.00	50.17