

# THE HEMISPHERES NEWSLETTER

Volume 9, Issue 5

May 2016

## Message from the Board:

Dear Friends and Neighbors,

"ROME WASN'T BUILT IN A DAY" is an adage attesting to the need for time to create great things, as only through hard work and patience can anything of significance be achieved.

In the first two months of this new Administration, we have worked at assessing the current organizational system and evaluated the existing protocols orchestrating the work between the Directors, the General Manager, the Department Heads, and the Employees. Our first step to being efficient is to build a solid foundation to support the new goals that will strive to be cost effective and better service orientated. We are now looking at these new goals and prioritizing them. In that respect, rotating Board Directors have been working diligently with

the employees and we wish to thank all of them for their most valuable contributions. We have looked for ways to divide the work between Board Directors and thus far some Directors have been volunteering to take charge of different areas which needed to be addressed: the budget, the IT & building issues, the sprinkler retrofit project, the rules and quality of service issues, the committee formations, and the newsletter. Every Director who has volunteered to take the lead on these specific areas/projects/issues, is presenting a summary of their mandate in an article included in this May newsletter. Every month you will be able to follow up on the progress of the work accomplished via those articles.

Rome was not built in a day, but we are striving to bring the much needed ameliorations in our community in order to make it an even more magnificent paradise. We assure you, that we are dedicated to doing all we can to move the

situation forward as fast as possible. This is a journey that will take many more hours of hard work, cooperation, and perseverance from the Directors and the employees. We thank all the Hemispheres owners and residents in advance for your kind cooperation in granting us your understanding, patience, and support.

Sincerely,

*Lubomira Nentcheva*, Vice President

*Nabih Mangoubi*, Treasurer

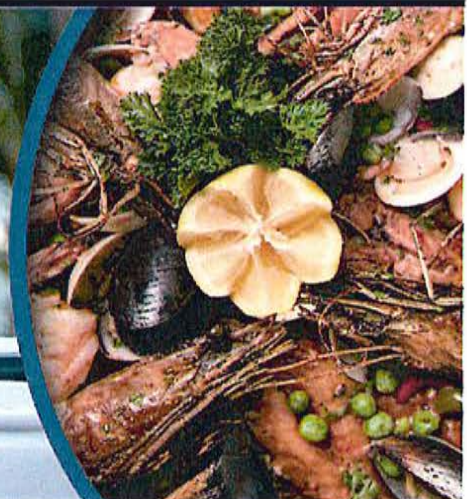
*Gerlando Chiara*, Secretary

*Peter Kozo*, Director

*Louise Lachance*, Director



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### Officers:

Tom Gleeson – *President*

Lubomira Nentcheva – *Vice President*

Gerlando Chiara – *Secretary*

Nabih Mangoubi – *Treasurer*

### Directors:

Gilbert Rich

Peter Kozo

Louise Lachance

### Department Heads:

Ivan Paredes, *General Manager*

Patrick Johnson, *Financial Controller*

Joe Tocci, *Chief Engineer*

Hector Franco, *Chief of Maintenance*

Dennis Valentin, *Pool Manager*

### Contracted Services:

Field Force Protective, *Security*

Park One, Inc., *Valet*

Greenway, USA

*Lawn Maintenance*

American Services Industries,  
*Housekeeping*

### Newsletter Committee:

Gerlando Chiara, *Contributor*

Mayra Giannini, *Contributor*

## E-MAIL ADDRESS

If you wish to have our monthly Newsletter sent to you via e-mail, please provide us with your e-mail address by sending a note to:  
[adminassistant@thehemispheres.com](mailto:adminassistant@thehemispheres.com).  
*Thank you.*

## Working with you for a better Hemispheres

Dear Friends,

I have volunteered and have been mandated by the board in a unanimous vote to head the newsletter. My vision for the next issues is to present a newsletter with an updated layout. There will be articles to inform our residents of the current events and a "message from the board" that gives the opportunity to all board members to communicate to the residents the various projects they are working on. These articles will give you a synopsis of the general path they have taken to complete the work they have volunteered and have been mandated for. I will utilize an inclusive approach that will motivate board members and department

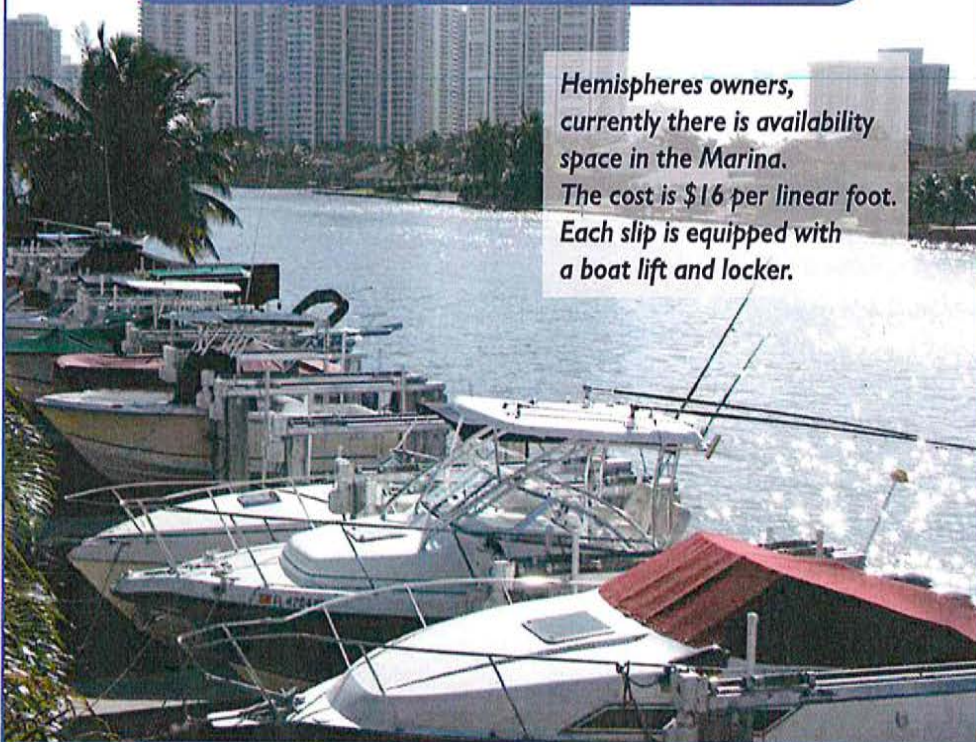
heads alike to present their current state of affairs directly to the residents. My objective is to improve the cost of the Hemispheres Newsletter so as to have advertising revenues cover all the production costs and thus delivering a truly free Newsletter. We have promised much and set the bar high and we would not have made these promises if we did not feel these promises could be attained.

"The best way to find yourself is to lose yourself in the service of others"  
Mahatma Gandhi

GERLANDO CHIARA,  
*Secretary*

# THE HEMISPHERES MARINA

*Need to Anchor your Boat... No Problem!*



Hemispheres owners,  
currently there is availability  
space in the Marina.  
The cost is \$16 per linear foot.  
Each slip is equipped with  
a boat lift and locker.

If you are interested, please contact Mayra Giannini  
at the Administration office at 954-457-9732.



## Working with you for a better Hemispheres

### Rules & Quality of Service

Dear Residents,

The Hemispheres Association has 1295 units and an \$11 millions dollar budget. This is a huge organization with many people to serve. The intention of the newly formed Board is to provide residents with good quality of service, efficiency, transparency, open communication, and a humanistic approach. In order to deliver this quality of service, an organized efficient office is required. In order to achieve these goals many changes in procedure are required. The employees are dedicated, however, new protocols and decision-making procedures need to be implemented. In order to organize the work among the Directors and the employees, research and analyses have first to be done, then recommendations made and procedures voted and implemented.

Some owners wanted to see a suspension of all rules until rewritten. That would cause chaos. Legally, it is not possible either to disregard the rules, even if when not in agreements with them, without a formal Board vote. With our current Statutes and the Bylaws, the Association is required to enforce them until new ones are voted. Rules or fees cannot be changed either without understanding their origin or long-term effects and that is why many Directors of the Board have been meeting regularly and working long hours to deliver the required appropriate changes. The task at hand is a large one and we need to work in a systematic manner in order to reach the set goals. At the Board meeting of May 4th, the Board will be voting on replacing some of the current fees and rules with newly modified ones.

The Board entrusted me to research all these issues, as many involve

legal matters. I have been working on a rotational basis with the Directors that volunteered their time and with the employees whom have given their full support and cooperation and I wish to thank them publicly today. The administration & management is going through a tremendous transitional phase and the Board would greatly appreciate for all residents to be kind, patient, and tolerant with the employees during this process.

Thank you in advance for your kind cooperation in being patient and giving the Board the time to implement new rules, protocols, and structure in order to deliver the quality of service all the owners deserves.

LOUISE LACHANCE,  
*Board of Director*

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## Working with you for a better Hemispheres

### YOU SPOKE... WE LISTENED

There will be a new segment on the newsletter that will follow up on all resident concerns.... Concerns will be addressed on the monthly newsletter to inform owners of corrective actions. Some of the major concerns brought up during March and April have been:

1. Disposal of Bulk Items – a number of unit owners have expressed concerns regarding the removal and disposal of bulk items. The Management Office is creating a procedure to assist residents. Should you need to remove bulk items, please contact Gabby Gonzalez in Maintenance Dept. (954-457-9732 ext. 313) where a work order will be opened and the Housekeeping Supervisor will meet you at your unit, take inventory of the items that need to be discarded. A small fee based on the number of items will be charged.

2. Towel Policy – Your board of directors is currently assessing all rules and regulations, primarily the current towel rule requiring all residents have a fitted towel and all new owners/renters must purchase a minimum of two towels as soon as they register. The board of directors will vote on amending this policy at the May 4, 2016 meeting.

3. Tennis Court Sprinkler System - Tennis players have informed the office that the sprinklers were wetting the courts, Maintenance got creative and were able to solve the problem with very minimal expenses.

4. Ocean Gym Cleaning Hours - Many resident felt that the 1:00 P.M. – 2:00 P.M. scheduled cleaning interrupted the flow of people wanting to shower after coming back from the beach. We listened and adjusted the cleaning time after the gym has closed to accommodate all owners.

5. Beach Chair lounges - It has been brought to our attention that during the high season and holidays we are short in the amount of chairs available to rent. We are searching for pricing options to fulfill this need.

Should you have any recommendations to improve... please see Rebecca Saravia at the front desk and fill out a request to improve form so Management can better track, follow up and improve accordingly.

IVAN PAREDES,  
General Manager





## Working with you for a better Hemispheres

### DEAR RESIDENTS,

The Board of Directors are currently discussing the use of resident committees. Committees can be a very useful tool for a variety of positive outcomes. However, before implementing them, the Board needs to assess which committees are needed, how to structure them, and how to implement them in order to get the best results possible for everyone involved. At this point, the only Board approved active committee is our current violations committee.

The Board of Directors is currently discussing the following points:

#### 1. Committees Provide the Following Benefits:

a) The inclusion of residents allows the community to take part and ownership in the direction of their own environment. The essence of this is truly a win win situation.

b) Residents with ample skills can be utilized to generate ideas, to problem solve challenging issues, to address community betterment, to interact with the Board, and to be part of a team effort that everyone involved, including all the residents, can benefit from greatly.

c) Using properly structured committees is a great way to reduce staff cost and time in that the committees can do much needed work in the form of information gathering, brainstorming, and problem solving and thus free up valuable time for staff and Board Members to focus on other goals where their own expertise is needed.

#### 2. Committee Structure:

a) In order for a committee to be formed, the Board should first prioritize and agree as to what committees are needed.

b) When it has been collectively decided what committees shall be formed, the Board Member with the most experience and skill in that area will be appointed chair for that committee.

c) As the chairing Board Member, he/she shall recruit the desired number of committee members. Different numbers of participants for each committee will be decided based on the amount of work required. There should be a process when recruiting committee members in that they are hand selected for specific skills, good communication being paramount.

d) To begin, first the chairing Board Member can choose a resident "President of the Committee" and then include the Committee

President in the further recruitment process needed to find the best resident candidates for the positions available.

e) Once the committee is formed, the chairing Board member can meet with the committee to instruct what is needed and facilitate as to how that will be achieved. From there on in, the chairing Board Member can choose to meet only with the President of the Committee to gather the recommendations or the whole committee if needed, whichever best suits all those involved.

f) Once the Board member has all the information and recommendations, he/she will then pass this on to other Board Members either through transparent emails, Board Meetings, or Operations Meetings.

3. Recognizing the efforts of volunteers on the committees is an important part of well functioning committees and can be done in a variety of ways. The recognition will motivate volunteers to continue the good work they do and give them the thanks for their valuable efforts they deserve.

The Board thanks the residents for their patience with our committee formation efforts and looks forward to implementing our ideas to help our community thrive. Once we determine which committees are needed, you the residents will be informed as to how you can participate.

Kind Regards,

PETER KOZO,  
*Board of Director*

## CLASSIFIED ADS

### MOVE OUT SALE

Italian modern furniture, chairs, couch, platform bed – head board, and more.

Please call Lucia 954-815-7171 (Bay North Building)

### THE HEMISPHERES MARINA

Spaces Available @ \$16 per linear foot

Commercial Space Available in BS building.

If interested, please contact the Administration office  
954-457-9732.

Please call or email Mayra 954-457-9732 x304  
adminassistant@thehemispheres.com  
to place classified ads by the 18th of every month.



## Working with you for a better Hemispheres

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Dear Neighbors,

I wish to thank all the owners and the Board Directors whom entrusted me with the finance of our Association. Here is a concise report of the financial situation of the Association and the work done in the first 2 months of my mandate.

In the years 2008-2009, there were delinquent dues. Florida house bill 1195 took effect July 1, 2011 and gave the Association many tools to collect \$1.3 million of these fees in the last 4 years. However, this recovered money was dispersed on other expenses that exceeded the yearly budget. Although an amount of \$138,980 net allowance for past due accounts are still left to be collected, the main source of the sum total for that particular income no longer exists as a support for any future budgets.

A total extra income of 3.2 millions, including insurance claim payment and the Regency settlement, over the last few years has supported the past budgets, but being that they were a one time income they will not be available to support future budgets and thus new balancing techniques will be needed.

Balancing the budget will now be the task at hand. Since there are no savings, the only way to finance special projects such as new elevators, new carpet, new pool tables and chairs, etc. without collecting extra money from the owners will be to make savings by renegotiating all the Association's contracts for a lower amount.

Consequently, since elected, the goal has been to work on the budget line-by-line. The plan is to address every budget item by priority in treating the largest contracts first and so forth. So far, the Security contract was renegotiated and yearly savings of \$242,719 started April 1st. Most of the savings came primarily from a rate reduction and then by the elimination of some redundancy without sacrificing services. The Board wishes to thank Mr. Tony Rodriguez, the owner of Field Force, for the complete cooperation he extended in the contract renegotiation and his contribution for the betterment of the Hemispheres Association.

The next contract to be addressed shall be the AT&T one. It will not be an easy task since the Association

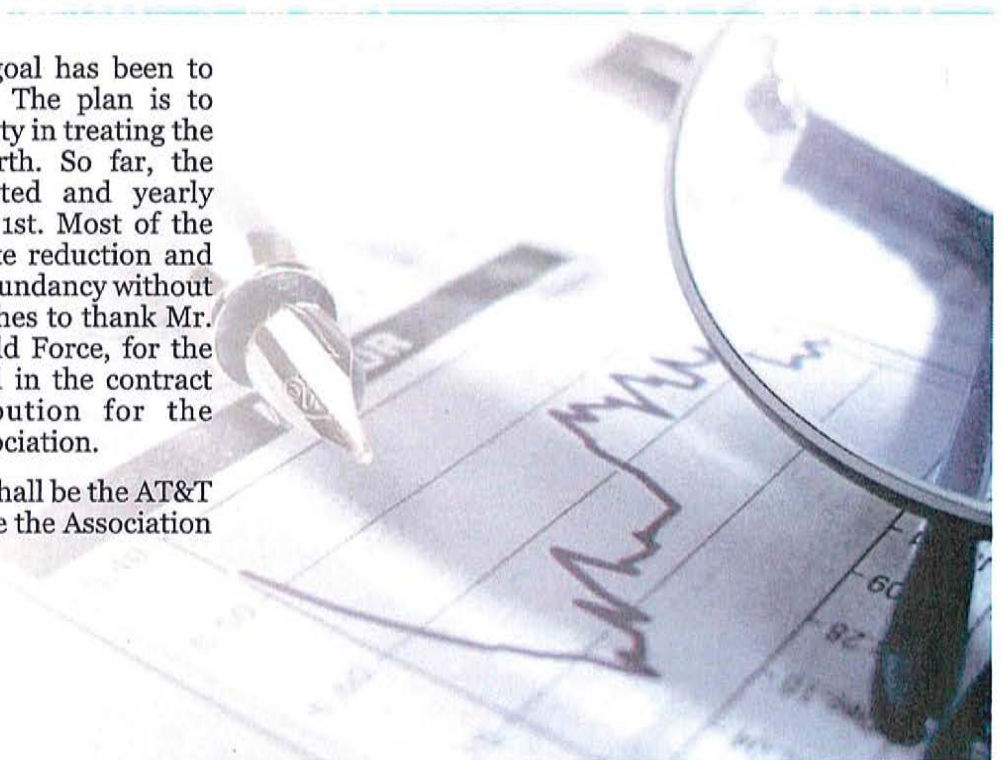
has signed a 7-year contract. Indeed, we received a bonus amount of \$259,600 in 2014 for signing the new contract, however, this contract is more expensive than the Comcast previous one, which was \$458,719 per year. The current AT&T one is \$654,669 per year, with increases of 7% for the remaining 4.5 years. That is a decision that will affect the budget until 2020, as the remaining contract will cost \$3,764,829 averaging \$752,965 per year.

At the next Board Meeting on May 4th, I will request from the Board a mandate to negotiate/renegotiate all Association's contracts. As you can read in this report, there is a lot to do in the finance area and it will be done, step-by-step. Meanwhile, the Board thanks you in advance for your kind cooperation in being patient and allowing us to do the work.

I will continue to report more information and numbers in the next Newsletters.

Sincerely,

NABIH MANGOUBI,  
*Treasurer*



# The Hemispheres Condominium Association

## Treasurer's Report

### As of February 29, 2016

#### Checkbook Balances

Operating	809,324.79
Capital Projects	1,063,532.43
Security Deposit/Clicker/Marina Deposit	641,116.46

<b>Total Checkbook Balances as of February 29, 2016</b>	<b>\$ 2,513,973.68</b>
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#### Receivables

Unpaid Assessments as of February 29, 2016	485,043.75
Write Offs (2016 YTD)	0.00

(Plus writeoffs offset with the allowance for doubtful accounts in the amount of \$356,639.807)

#### Payables

Unpaid Bills as of February 29, 2016	463,989.37
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#### Revenues and Expenses

	Month	Year-to-Date	Budget (Year-to-Date)
<b>Income</b>	\$ 911,419.64	\$ 1,842,135.68	\$ 1,806,977.34
<b>Expenses</b>			
Salaries and Benefits	101,911.83	207,374.73	241,709.32
Administrative	29,333.48	61,814.43	70,534.98
Insurance	140,802.50	254,525.30	276,800.00
Utilities	167,152.45	444,058.51	468,632.00
Contracts	233,956.09	444,240.16	472,696.66
Rep & Maint - Building	4,111.03	10,387.57	13,250.00
Rep & Maint - Equipment	13,863.93	22,000.53	25,160.83
Rep & Maint - Grounds	11,124.66	17,388.23	30,987.17
Rep & Maint - Special Projects	223,641.58	(1,163.37)	194,706.50
Bad Debt	0.00	0.00	12,500.00
<b>Total Expenses</b>	<b>925,897.55</b>	<b>1,460,626.09</b>	<b>1,806,977.46</b>
<b>Surplus/(Deficit)</b>	<b>\$ (14,477.91)</b>	<b>\$ 381,509.59</b>	<b>\$ (0.12)</b>



# THE FINANCIAL CORNER



## Parking Policy Clarification

I would like to take the opportunity to clarify the parking policy here at The Hemispheres. In accordance with the By-Laws, there are three (3) conditions to be adhered to when registering an automobile: (1) only approved current owners and residents, (2) occupying a unit, (3) with an automobile registered in their name can be registered for a parking space.

Paragraph 3.01 of the Declaration of Condominium originally stated the following: "The Association...shall assign to each Unit either (a) the exclusive right to utilize a designated parking space, or (b) the right, in common with other Units, to utilize a group of designated parking spaces. Such assignments shall be temporary and subject to revision by the Association at any time or times it shall deem appropriate."

There was an amendment to this provision in 1982, as follows: "The Association...shall assign to each Unit Owner or Lessee who owns or leases an automobile either (a) the exclusive right to utilize a designated parking space, or (b) the right, in common with other

Units, to utilize a group of designated parking spaces. Such assignments shall be temporary and subject to revision by the Association at any time or times it shall deem appropriate."

The Declaration makes it very clear that parking spaces are only temporary and can be changed by the Association at any time. This is recognized in Rule 36(25), which states that, "regardless of how long a resident has used a parking space, the resident has no right to that parking space and no parking space is considered belonging to or reserved for the exclusive use of any resident." It also grants the manager the right to reassign parking spaces. This is reinforced by Rule 36(22)(A), which states that: "A unit owner who...leases a unit to a renter shall not represent that a specific parking space will be made available to the...renter."

Rule 36(18) says that owners will be given preference over renters when assigning parking spaces. It also says that Administration, subject to manager approval, has "the right at any time to re-assign and change parking spaces..."

Parking spaces are assigned in accordance with the rules and regulations # 36 dictated within the "Blue Book" starting

on page 70. No parking space is owned by any unit. "Unit owners in residence who own or rent a car will be entitled to one (1) parking space, free of charge, on the following basis:"

Three (3) bedroom unit: one (1) covered garage space.

Two (2) bedroom unit: One (1) covered garage space, IF AVAILABLE.

Studio and One (1) bedroom units: One (1) Outside (not covered, could be RCA) parking space, either assigned to a specific space, IF AVAILABLE, or sharing common area parking area (RCA).

The association, thanks you for your continued adherence to the By-Laws and cooperation in the administration of the current governing condominium documents.

Sincerely,

Patrick E. Johnson,  
M.Acc., B.A.S., LCAM,  
Financial Controller

## BUS SCHEDULE



The Hemispheres courtesy bus will run Monday, Tuesday, Thursday and Friday. **Every Wednesday** there is a Special Trip, the destination will be announced in the monthly newsletter. The bus will **NOT** run on New Year Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day and Christmas Day.

Bay North	Bay South	Ocean South	Ocean North	Publix
9:15am	9:20am	9:25am	9:30am	10:10am
10:15am	10:20am	10:25am	10:30am	11:10am
11:15am	11:20am	11:25am	11:30am	12:00pm
1:15pm	1:20pm	1:25pm	1:30pm	2:10pm
2:15pm	2:20pm	2:25pm	2:30pm	3:00pm

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## Working with you for a better Hemispheres

### The State of our Software Technology and “the Tip of The Iceberg”

The new Board was elected this year with the vote for accountability and transparency. Transparency implies openness and communication. We have a website that was built in January, so why the new Board does remain silent and not use it to communicate with owners? Well, simply because it was not built for easy interactions. At the last Board meeting I did report this and other usability and security issues with our owners' portal. Hosted as a subdomain of a third party website, the Association's portal remains hidden from the search engines and even cannot be easily found. Unfortunately fixing the website alone would cost money and effort without solving the problem.

Our website is just one small part - “the tip of the iceberg” of a bigger problem – our property management system. Using the iceberg metaphor the illustration below shows how the property management platform, which The Hemispheres Condo Association needs, would be structured:

Currently our management office is using an outdated version of property management software that was designed for smaller communities. Purchase orders, inventory control, and construction management are not part of it. Our office is still keeping track of inventory and managing our multi-million dollar construction projects on paper, which leads to omissions and errors, impeding the process of exercising control and establishing accountability. The owners' portal in our in-place system lacks important features, so that the office has decided to use third party software, which suffers from usability issues itself. I have already outlined them at the last Board meeting on March 9th 2016.

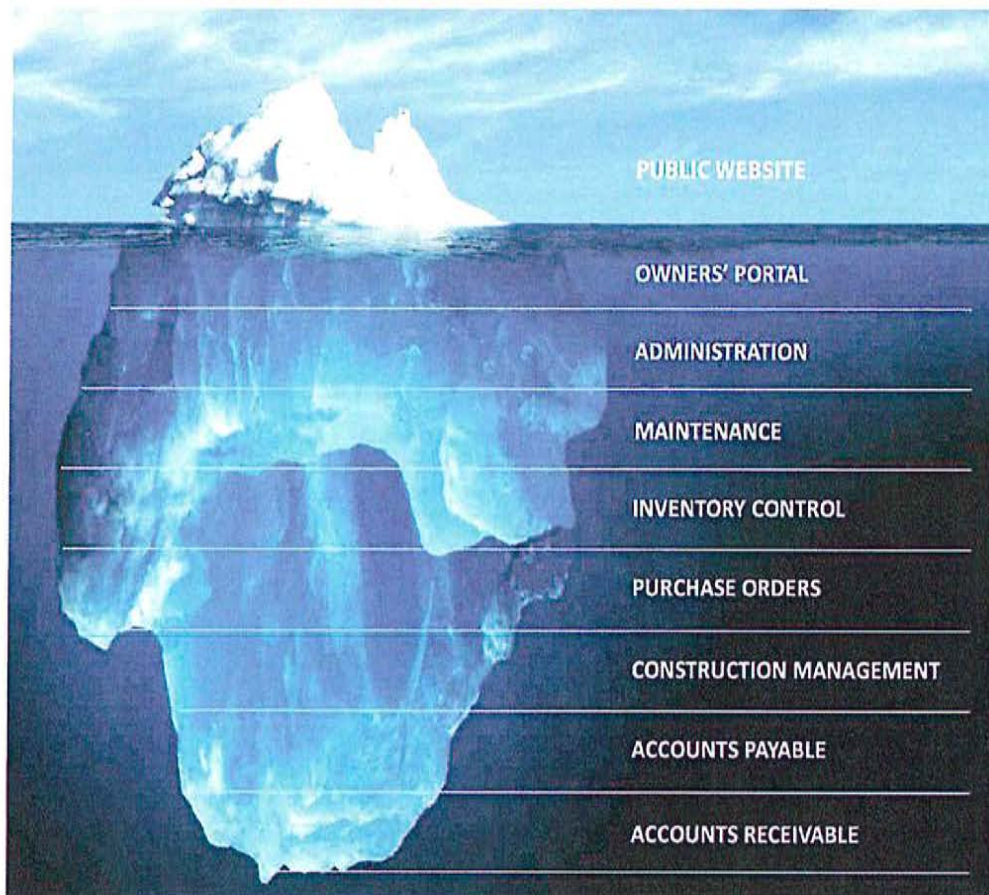
During the past month I conducted user interviews in the office concerning the administration and accounting modules. I discovered system design flaws that cause usability errors and prevent accountability and control and reported them to our software account representative. Unfortunately, the software company is aware of these flaws but they are not planning to fix them. They would only provide support to the software version that we currently use as it is.

The website and the owners' portal that make communications possible have problems but they are just one part of the system –

“the tip of the iceberg”. This is the face that shows the state and the health of our software technology.

We need an integrated, comprehensive property management and accounting platform with centralized database and customizable workflows. We need a platform, which is able to handle purchase orders,

### PROPERTY MANAGEMENT SOFTWARE



provides inventory control, enables construction management, and runs up-to-the-minute reports and communications. We are currently testing and comparing different property management software in order to select the one that is cost effective, automates the work to save employee time, and allows control and accountability. Finding and migrating to a system that can be easily adapted to the needs of our Association is a time consuming process and I will keep you updated on the progress.

LUBOMIRA NENTCHEVA,  
Vice President



## IMPORTANT PHONE NUMBERS

All Numbers have area code (954)

Administration	457-9732
Activities	457-9732
BN Front Desk	456-1965
BS Front Desk	458-1985
ON Front Desk	458-1950
OS Front Desk	458-1980
Maintenance	456-1257
Security	456-1626
FPL	797-5000
AT&T Repairs	877-353-5963
AT&T U-verse / Customer Service	866-299-6824

### Hemispheres Office Contact Sheet

Ivan Paredes - General Manager.....	
Mayra Giannini - Admin. Assistant.....	304
Rebeca Saravia - Receptionist.....	301
Joe Tocci - Chief Engineer.....	317
Patrick Johnson - Financial Controller.....	550
Mariya Kashin - Accounts Receivable.....	559
Accounts Payable.....	315
Hector Franco - Chief of Maintenance.....	314
Gabby Gonzalez - Contractor/Maint.....	313
Access Control.....	305
Luz Arias - Accounting Admin.....	310
Dennis Valentin - Pool Manager.....	321
Roy Bromley - Security Supervisor.....	551

### PLACES TO EAT

All Numbers have area code (954)

**Blue Bar and Grill (OClub)**  
**251-2658**

**Juniper (Bay side)**  
**544-3370**

**Roman's Snack Bar (OPool)**  
**454-1111**

**Snowy Mini-Mart (OS)**  
**458-2930**

### COMMERCIAL UNITS

**Beach Front Collectables (ON)**  
**1-800-532-3269**

**Beauty Salon (OS)**  
**954-457-8428**

**Halprin Realty (OS)**  
**954-458-2227**

**Stone Services Group (ON)**  
**786-326-7185**

**I. Karlitz, CPA (ON)**  
**954-458-6735**

**Nohmis Construction (BS)**  
**954-591-8361**

**Neil I. Lechtner, Attorney (BS)**  
**954-457-4357**

## Working with you for a better Hemispheres

### Sprinkler Retrofit Regulations

If a condominium was built without a fire sprinkler system, the association will be required to retrofit the building with a code-compliant fire sprinkler system by December 31, 2019.

In 2010, the legislature revised the law, and it allows an association to make a decision to opt in or out of a fire sprinkler system by December 31, 2016.

Our Association, through its members, will have to decide by voting if it chooses to opt in or out for retrofitting the sprinkler system. Of course, such retrofitting would cost millions of dollars and the issue must be studied carefully before making a decision one way or another.

Even though this issue was researched by the past administration, the members' vote did not occur and now needs to be addressed since the deadline is in 8 months. There are a number of steps that involve legal aspects and due

to my legal background, I suggested to the Board to give me a mandate to take charge of this issue and undergo the research of all the implications of this issue and make a report in order to be able to proceed with the owners vote. This mandate will be voted on at the next Board meeting of May 4th. I requested the assistance of three other Directors whom have kindly accepted to work with me on this important issue: Lubomira, who's an architect, Gerlando, whom has a lot of pertinent building experience and Nabih, as the treasurer.

More information will come in the next Newsletter.

**LOUISE LACHANCE,**  
*Board of Director*

## Working with you for a better Hemispheres

### Dear Unit Owners,

Our number one priority as we move forward is to improve the resident satisfaction and experience at The Hemispheres. The Hemisphere's Condominium has recently welcomed new board members, Tom Gleeson, Lubomira Nentcheva, Nabih Mangoubi, Gilbert Rich and Gerlando Chiara; together with your previous board members, Peter Kozo, Louise Lachance, Jorge Viego and Myra Zolotar, your Board of Directors and Administration Office have been working diligently to address many issues. The Fire Extinguisher Annual Certification has been completed for all buildings, and there are several upcoming projects such as the Sprinkler Retrofitting, which will require a membership vote by December 31, 2016; Fire and Safety Decibel Compliance Testing, which will also need to be completed by December 31, 2016; inventory control systems; purchase order systems and more.

I would like to take this opportunity to thank Patrick Johnson, Financial

Controller who has dedicated 2.5 years and implemented many accounting practices in your community. He has resigned effective April 29, 2016 and has agreed to stay on board as part of The Hemispheres Team on a part-time basis to help during the transition. We wish him well in his future endeavors.

Last, but not least, Happy Mother's Day to all the Moms!

Best regards,

**IVAN PAREDES,**  
*General Manager, LCAM*



2016

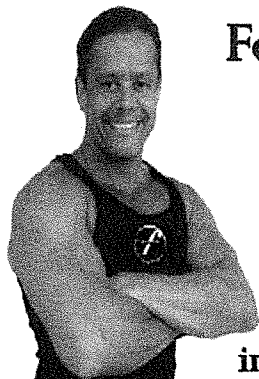
Happy  
Mother's  
Day

memorial  
DAY

Slap  
THE HEMISPHERES

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Tennis Round Robin 8:30am - 10:30am (Every Day @ Bayside Courts)	Table Tennis Round Robin 6:00pm - 7:30pm (Tuesday & Thursdays @ Oceanside Game Room)					
1	2 Local Bus Service  ZUMBA 7pm - BR	3 Local Bus Service  BINGO 7pm - OT	4 Planned Trip: Sawgrass  YOGA 6pm - BR  <b>BOD MEETING</b> <b>10AM - BALLROOM</b>	5 Local Bus Service	6 Local Bus Service	7 <b>OFFICE OPEN</b> <b>9AM-1PM</b>
8 	9 Local Bus Service  ZUMBA 7pm - BR	10 Local Bus Service  BINGO 7pm - OT	11 Planned Trip: Boca Towne Center  YOGA 6pm - BR	12 Local Bus Service	13 Local Bus Service	14
15	16 Local Bus Service  ZUMBA 7pm - BR	17 Local Bus Service  BINGO 7pm - OT	18 Planned Trip: IKEA  YOGA 6pm - OT	19 Local Bus Service	20 Local Bus Service	21 <b>OFFICE OPEN</b> <b>9AM-1PM</b>
22	23 Local Bus Service  ZUMBA 7pm - BR	24 Local Bus Service  BINGO 7pm - OT	25 Planned Trip: Festival Flea Market  YOGA 6pm - BR	26 Local Bus Service	27	28
29	30 <b>OFFICE CLOSED</b>  MEMORIAL DAY	31  BINGO 7pm - OT				





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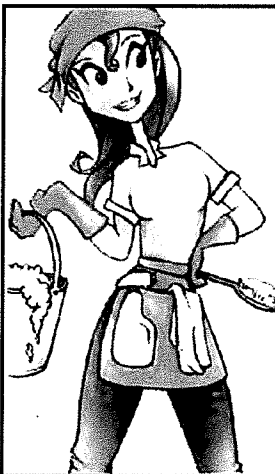


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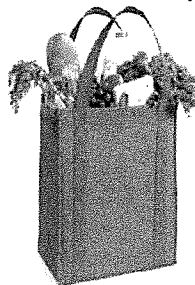
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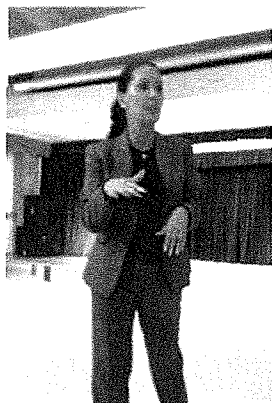
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# HEMISPHERES MARKET REPORT 1ST QUARTER MARCH 2016

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### UNITS FOR SALE

ADDRESS	BR	FB	HB	LIST PRICE	ADDRESS	BR	FB	HB	LIST PRICE
1950 S OCEAN DR Unit# 14Q	3	2	1	\$735,000	1980 S OCEAN DR Unit# 7A	1	1	1	\$260,000
1950 S OCEAN DR Unit# 3E	3	2	1	\$435,000	1965 S OCEAN DR Unit# 4N	1	1	0	\$239,000
1985 S OCEAN DR Unit# 18E	3	2	1	\$495,000	1965 S OCEAN DR Unit# 9M	1	1		\$239,000
1950 S OCEAN DR Unit# 2E	3	2	1	\$399,000	1965 S OCEAN DR Unit# 16P	1	1		\$234,900
1985 S OCEAN DR Unit# MQ	3	2	1	\$399,000	1965 S OCEAN DR Unit# 14B	1	1	0	\$224,900
1985 S OCEAN DR Unit# 6Q	3	2	1	\$398,000	1965 S OCEAN DR Unit# 2B	1	1		\$210,000
1985 S OCEAN DR Unit# 7E	3	2	1	\$500,000	1965 S OCEAN DR Unit# 3B	1	1	0	\$194,000
1950 S OCEAN DR Unit# 17E	3	2	1	\$499,000	1965 S OCEAN DR Unit# 5C	1	1		\$190,000
1985 S OCEAN DR Unit# 8E	3	2	1	\$459,500	1965 S OCEAN DR Unit# 2M	1	1		\$189,000
1980 S OCEAN DR Unit# 21Q	3	2	1	\$439,500	1950 S OCEAN DR Unit# 22D	1	1	1	\$349,000
1980 S OCEAN DR Unit# ME	3	2	1	\$485,000	1950 S OCEAN DR Unit# 2N	1	2	0	\$349,000
1980 S OCEAN DR Unit# 8 P	2	2	0	\$379,000	1950 S OCEAN DR Unit# 18D	1	1	1	\$330,000
1965 S OCEAN DR Unit# 10K	2	2		\$425,000	1980 S OCEAN DR Unit# 19N	1	1	1	\$323,000
1965 S OCEAN DR Unit# 16S	2	2		\$399,000	1950 S OCEAN DR Unit# 14B	1	1	1	\$310,000
1950 S OCEAN DR Unit# 22J	2	2		\$489,000	1950 S OCEAN DR Unit# 2M	1	1	1	\$278,000
1950 S OCEAN DR Unit# 4G	2	2		\$399,000	1980 S OCEAN DR Unit# 5L	1	1	1	\$260,000
1950 S OCEAN DR Unit# 3P	2	2	0	\$375,000	1980 S OCEAN DR Unit# 11L	1	1	1	\$259,000
1950 S OCEAN DR Unit# 3H	2	2		\$375,000	1980 S OCEAN DR Unit# 18C	1	1	1	\$258,000
1950 S OCEAN DR Unit# MP	2	2		\$350,000	1950 S OCEAN DR Unit# 4D	1	1	1	\$239,900
1950 S OCEAN DR Unit# MH	2	2		\$345,000	1985 S OCEAN DR Unit# 11C	1	1	1	\$349,954
1950 S OCEAN DR Unit# 6F	2	2	0	\$424,500	1950 S OCEAN DR Unit# 5A	1	1	1	\$340,000
1985 S OCEAN DR Unit# 16J	2	2		\$399,000	1985 S OCEAN DR Unit# 17N	1	1	1	\$290,000
1985 S OCEAN DR Unit# 9E	2	3	0	\$385,000	1980 S OCEAN DR Unit# 3 A	1	1	1	\$275,000
1950 S OCEAN DR Unit# 10C	2	1	1	\$379,000	1950 S OCEAN DR Unit# 2C	1	1	1	\$240,000
1985 S OCEAN DR Unit# 16F	2	2		\$375,000	1985 S OCEAN DR Unit# LN	1	1	0	\$169,900
1985 S OCEAN DR Unit# PHH	2	2		\$365,000	1965 S OCEAN DR Unit# 18P	1	1	0	\$239,900
1985 S OCEAN DR Unit# 9C	2	2	0	\$345,000	1980 S OCEAN DR Unit# 22D	1	1	1	\$349,000
1985 S OCEAN DR Unit# 11P	2	2	0	\$338,000	1985 S OCEAN DR Unit# 21A	1	1	1	\$230,000
1950 S OCEAN DR Unit# 22F	2	2	0	\$475,000	1985 S OCEAN DR Unit# 10L	1	1	1	\$218,900
1950 S OCEAN DR Unit# 8H	2	2	0	\$469,000	1965 S OCEAN DR Unit# 11M	1	1	0	\$189,000
1985 S OCEAN DR Unit# 5F	2	2	0	\$429,000	1965 S OCEAN DR Unit# 3H	0	1	0	\$205,000
1985 S OCEAN DR Unit# MH	2	2	0	\$234,900	1965 S OCEAN DR Unit# 2J	0	1		\$175,000
1965 S OCEAN DR Unit# 2F	2	2	0	\$325,000	1965 S OCEAN DR Unit# 16H	0	1	0	\$168,500
1980 S OCEAN DR Unit# 14M	1	1	1	\$349,900	1965 S OCEAN DR Unit# 14L	0	1		\$164,900
1980 S OCEAN DR Unit# 6C	1	1	1	\$265,000	1965 S OCEAN DR Unit# 3J	0	1	0	\$149,900
1980 S OCEAN DR Unit# 2C	1	1	1	\$260,000					

### PENDING SALES

ADDRESS	BR	FB	HB	LIST PRICE
1950 S OCEAN DR Unit# 22N	2	2	0	\$399,000
1980 S OCEAN DR Unit# 8H	2	2	0	\$365,000
1985 S OCEAN DR Unit# 16H	2	2	0	\$269,000
1985 S OCEAN DR Unit# 18K	1	1	1	\$234,900
1965 S OCEAN DR Unit# 16H	0	1	0	\$168,500

### CLOSED SALES

ADDRESS	LP	BR/FB/HB	SP
1950 S OCEAN DR Unit# 21A	\$375,000	1/1/1	\$350,000
1965 S OCEAN DR Unit# 4M	\$190,000	1/1/0	\$172,500
1985 S OCEAN DR Unit# 15M	\$230,000	1/1/1	\$218,000
1950 S OCEAN DR Unit# 18Q	\$700,000	3/2/1	\$695,000
1950 S OCEAN DR Unit# 11E	\$579,000	3/2/1	\$535,000
1980 S OCEAN DR Unit# 2H	\$389,000	2/2/0	\$360,000





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**May 7 & 21**

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- ❖ Full Page Ad black and white \$125.00
- ❖ ½ Page Ad color inside \$110.00
- ❖ ½ Page Ad color back page \$125.00
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