AMENITY ACCESS ROLLOUT + COMMUNICATION

January 24, 2025



AMENITY ACCESS ROLLOUT + COMMUNICATION

PROCESS CREATION + STAFF TRAINING

- Developing process, how-to documents
- Developing staff training SOP
- Integrating into the Web Hub

COMMUNICATION + MEMBER SERVICES

- Payment Portal
- Web hub
- STR Education
- What do know in 2025
- By the Numbers

IMPLEMENTATION SINCE JAN 1

- Grace period
- Feedback
- Challenges
- Usage

LOOKING AHEAD

- Annual Assessment + Rec Fee Payments
- Validation
- Ramp Up prior to Summer
- Gearing up for 2026
 Changes



PROCESS DEVELOPMENT + STAFF TRAINING

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- 1. Processes Developed + Form Creation
- 2. How-to Documents + Video Created for Members
- 3. Staff Training Manuals Created
- 4. Training Staff

These include:

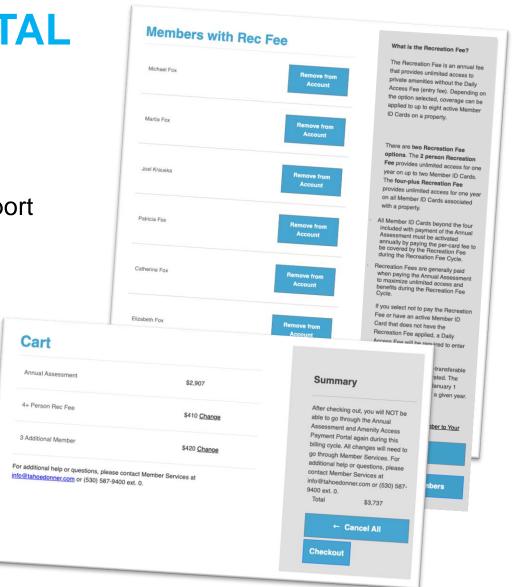
- DONE. How to Request STR Cards
- **DONE.** How to Register Your Personal Unaccompanied Guest
- **DONE.** How to Relinquish Your Rights to a Tenant
- **DONE.** How to Verify Your Members on Property
- **DONE.** How to Apply for an Exception
- IN PROGRESS. How to Add a One-Store Child (under 7)
- ADDED. How guest rates work with no guest cards



COMMUNICATION + MEMBER SERVICES

NEW ANNUAL ASSESSMENT + AMENITY ACCESS PAYMENT PORTAL

- Annual Assessment Payment Portal Launched
- Launch challenge initially but pacing ahead of last year for payment collection. Members are using it without much support needed now
- The new portal automated that process for both accounting software and amenity access software for about 90% of all payments

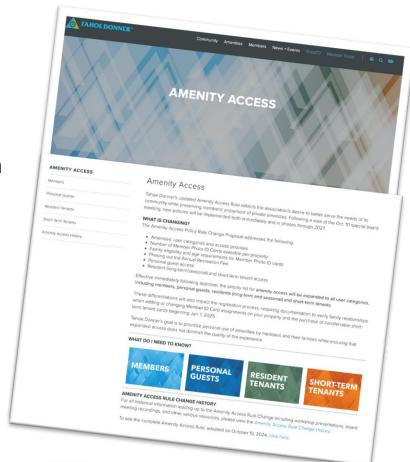


AMENITY ACCESS WEB HUB

- Live since Oct. 15 but have continued to add and evolve content as we are able to, and as we learn where people need more information
- A centralized online hub for all Amenity Access rule change information
- Includes all actionable documents and forms for easy access
- A dynamic platform that will evolve as each phase of the implementation is rolled out

NEW CARDS

- Member cards are being issued with new design when a person has been validated. Will serve as a visual queue for who has completed the validation process
- STR and Tenant cards are new
- Public and Employee cards will be reordered as we exhaust our supply since they are not related to the Amenity Access Rule change





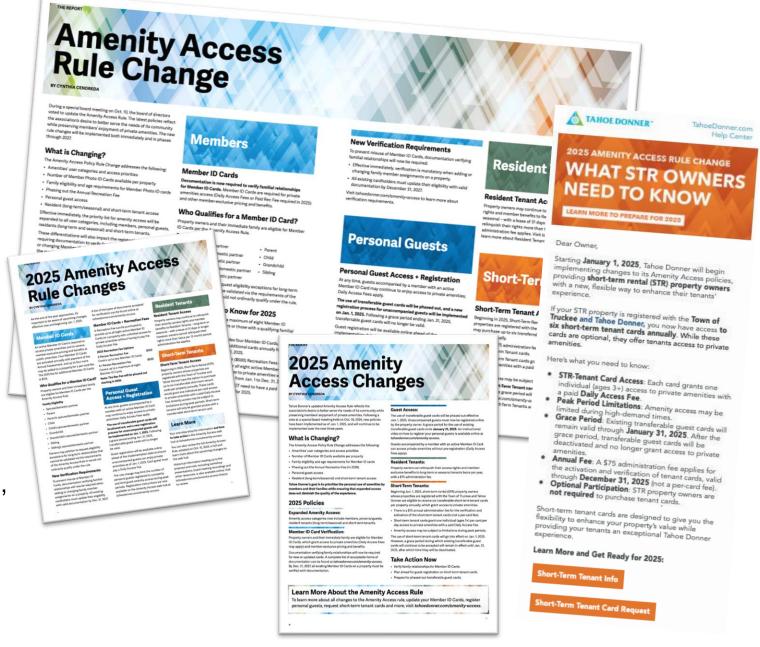




EDUCATION

The Communication Department has produced the following:

- TD News + Life Stories (monthly)
- Dedicated emails: Oct. 17, Dec. 11 (STR), Dec. 13 GM email
- Weekly email (frequently)
- Feedback loop from Member Services and Operations to inform what communication should focus on
- STR Campaign sent early Dec
- Property Management Education presentation early Dec
- What's new for 2025 Email, Postcard, Rack Card, Mid-January





MEMBER SERVICES

Major uptick in total support provided

- Total Zendesk tickets: 3,081 in Dec. 2023 vs. 4,307 in Dec 2024
 - Calls, emails, chats (not including walk-up)
- The average duration of interaction is much longer, answering more questions (and more complex answers), new processes for how to apply in the backend (getting more efficient)
- Biggest pushback is validation and general concern with assessment increase

REQUESTS PROCESSED

- 269 STR Card applications processed
- 179 Active Owner Relinquished Properties, 64 applications since October 10
- Approximately 200 properties validated (either completely processed or in the process)
 - The process to validate a property takes approximately 20-60 minutes of staff time per property, generally caused by all the "clicking" required in RTP
 - When adding or changing a person on the property that person's validation is required at the time of interaction, a 31-day grade period is provided to submit/present documentation for the rest of the property to ease the frustration with the member

IMPLEMENTATION + OPERATIONS

IMPLEMENTATION + OPERATIONS

• Validation Documentation: Almost immediately feedback on expanding documentation accepted list (as expected). Operating plan has been updated to the list of acceptable documentation

Grace Period for Guest Cards

- STR Cards were not available until December 1
- A hard termination to the guest card process on January 1 during a holiday period would have tremendous customer service impacts and burden on the staff teams at Trout Creek and Member Services
- Grace Period Process: Jan 1-31: Staff ask if the "guest" was renting a property upon entry and charging the appropriate access fee
- February and on: If presented with a guest card, staff would continue to ask the question, charge the appropriate fee, and collect the guest cards to take them out of circulation
- **Generally Positive**: Operational staff are working through the interactions with the membership in a positive manner. Most of the frustration is related to the assessment increase rather than the new rule

TROUT CREEK USAGE (Only private amenity currently open)

- All non-member access 1/1-15/2025
 - Accompanied personal guests 54%, Unaccompanied personal guests 13%, STR tenant 33%
- All unaccompanied, non-member access 1/1-15/2025
 - Unaccompanied personal guests 29% | STR tenant 71%



LOOKING FORWARD

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ANNUAL ASSESSMENT REMINDER CAMPAIGNS (JAN + FEB)

Email reminders leading up to when the late fee is applied

REC FEE CAMPAIGN (Q1 2025)

- Education on Rec Fee benefits, how to purchase
- Traditionally this campaign is implemented in April/May but will need to align with the calendar this year

VALIDATION CAMPAIGN + REALTOR CAMPAIGNS (Q2/3 2025)

Validation is already being done with new homeowners and changes on properties. Holding on initiating a
member-wide campaign to allow time to refine the process and space out complex messaging to members

REFINING + RECIRCULATION CONTENT (JUNE 2025)

- Guest cards are no longer valid and STR Card education before the summer private amenities open
- Unaccompanied guest access process
- Validation

2026 CHANGES (LATE Q3 and Q4)

- No Rec Fee, Access Including in Annual Assessment for x# of cards

THANK YOU

