

ARGUS PROPERTY MANAGEMENT, INC.

NARRATIVE

Q. Qualifications and experience in managing associations.

A. Our firm has approximately fifteen years experience in association management while some of our managers have over twenty years of property management experience.

Q. Number of associations currently managing

A. We presently manage approximately ninety associations. These include homeowners associations as well as condominiums and cooperative association.

Q. Names of some of properties currently managing

A. In Bradenton:

Sara Palms	Heron Harbour	River Run
Avista at Palm Aire		

B. In Sarasota:

Deer Hollow	Hillview Medical	Strathmore Villas
Jefferson Pines	Forest Lakes #12	Woodside Villas
Village Walk	Village Green	Bird Key
The Office Park	Crestwood I	Mira Lago
Landings-Eagles Pnt.	Turtle Rock	Baywood Colony
Casa del Sol	Portofino on the Bay	Strathmore at Riverside
Stoney Brook-Forrest Hills	Somerset at Palmer	Palmer Square
The Landings	Gulf Gate Village	Wellington Chase
Deer Hollow VI	Gulf Gate East	The Medical Complex
Palmer Square	Landings Management	

B. On Siesta Key:

Somerset Cove	Sandy Cove Assoc.	Siesta Gulf View
Sunset Royale	Gulf & Bay Club BS	Siesta Beach House
Sandy Cove IV	Alohi Kai	Siesta Estates
The Pompano	The Inlet	Siesta Bayside
Sea Winds	The Pompano	Beachwalk

C. Englewood:

Foxwood	Edgewood Commercial	
The Crossings	Sable Trace	Center

D. In Venice:

Bahia Vista Gulf	Point White Cap	Bella Costa
Gulf Shores	Bird Bay North	Southwood

Waterside I-IV	Waterford	Grassy Oaks
Chestnut Creek	Patio Homes	The Isles
Master Assoc. of Chestnut Creek		Palm Villas
Stonecastle	Harbour Lights	Holiday Condominiums

Q. Number of years in business and number of years as property manager

A. We have been in business approximately eleven years. Prior to changing our name to Argus Property Management, Inc., we were known as the RE\MAX Property Management Division of Sarasota.

Q. Number of CAM managers you employ

A. We presently employ fifteen "full-time" licensed CAM property managers.

Q. Number of properties per manager

A. We expect our property managers to be able to handle between four to eight properties.

Q. Required qualifications and experience of property managers

A. We hire experienced and licensed property managers. The average Argus property manager has approximately fifteen years experience. All CAM property managers are required to participate in enhancement classes. Several of our property Managers also holds licenses in related fields such as real estate.

Q. Attendance requirements of managers at meetings (board, committee, budget, etc.)

A. We expect our property managers to attend all Board of Directors meetings, and Membership meetings.

Q. Complete list of services furnished

A. Please see attached Schedule of Services.

Q. Monthly management fee and expected additional charges

A. Subject to unforeseen mitigating circumstances we expect your management fee to be as outlined in the cover letter.

We have no "add-on" or "hidden" charges. Our fee will include all regular office, mailing, copies, and postage excluding mass membership mailings or mass copying.

NO CHARGE FOR: Processing and setting up financial forms, questionnaires, and loan packages.

NO CHARGE FOR: Preparing and copying monthly financials.

NO CHARGE FOR: Certificates for transfer or estoppel letters.

NO CHARGE FOR: Typing, copying, and distributing minutes to the board.

NO CHARGE FOR: Individual copy service per page.

NO CHARGE FOR: Cellular telephone calls.

NO CHARGE FOR: Setting up additional accounts.

NO CHARGE FOR: Administering additional accounts.

NO CHARGE FOR: Purchasing certificates of deposits.

NO CHARGE FOR: Rolling over certificates of deposits.

NO CHARGE FOR: Changing association bank accounts.

NO CHARGE FOR: Renewing bank signature cards.

NO CHARGE FOR: "Backing up" computer on floppy disks or tape.

NO CHARGE FOR: Attending Board of Director meetings
lasting more than two hours.

NO CHARGE FOR: For preparing for and meeting with governmental agencies
over association property.

NO CHARGE FOR: For attending hearings for unit owner fines.

NO CHARGE FOR: For assisting or writing bid specifications.

NO CHARGE FOR: For reviewing requests by unit owners for modifications for common
elements or their units.

NO CHARGE FOR: For assisting in the preparation of income tax returns.

NO CHARGE FOR: For assisting in the coordinating amendments to association
documents including rules and regulations.

NO CHARGE FOR: For the administration of special assessments.

NO CHARGE FOR: For tracking or expending reserve funds.

NO CHARGE FOR: For investigating, reporting, supervising the repair of
insurance claims by association insurance agent.

Q. Reasons your company is better than other management companies.

A. There are many reasons why we believe that we provide better management services. Some are as follows:

1. The low number of units and associations our property managers handle allows our managers more time for individual associations.
2. Argus Property Management, Inc., decentralizes its services giving your Board of Directors, Committees, and owners better access to our staff.
3. Our property managers are better trained in all aspects of management including maintenance, financial, and ministerial.
4. Our senior property managers share in corporate profits and also have decision-making role.
5. Our managers understand the differences between condominiums and homeowners associations. They understand the importance of lake maintenance for proper drainage and flood control purposes.