



FALL
REGIONAL
FORUMS



Coachella Valley Breakfast Forum

Classic Club

October 12, 2022

8:30 a.m. - 11:00 a.m.

AGENDA

8:30 – 9:00 a.m. | Registration & Networking

9:00 – 9:10 a.m. | Welcome and Panel Introduction

9:10 – 9:50 a.m. | Tackling the Rise in HOA Insurance Costs

9:50 – 10:10 a.m. | Networking Intermission

10:10 – 10:50 a.m. | Tackling the Rise in HOA Insurance Costs

10:50 – 11:00 a.m. | Sponsor Drawing & Networking

11:00 a.m. | Conclusion of Forum



SPEAKERS



Tina Neubauer

Neubauer is the Executive Vice President of Commercial Accounts for Roy Palacios Insurance Agency, Inc. Neubauer has over 24+ years' experience in Personal and CID insurance and has also attained her Community Insurance Risk Management Specialist (CIRMS) designation in recognition for her expertise, commitment, and contribution to the CID Industry.

Joseph Price, CAMEx, CCAM

Price has over 18 years of experience in the industry and is a highly regarded veteran in our field. He has extensive experience in client retention and has developed numerous programs designed to help HOAs become the best versions of themselves. Before property management, his professional services skills were honed in the hospitality industry.



Mark Guithues, Esq.

Guithues is the founding partner of Community Legal Advisors Inc. which serves a portfolio of more than 300 residential and commercial community associations. Guithues is recognized as an industry leader in the formation of common interest developments, "Who's Who Top Attorney of California," and a "Lawyer of Distinction." He is also a member of CACM's faculty and is a licensed California Real Estate Broker.





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2022 Fall Regional Forum - Manager Handout

Tips to Handle Insurance Costs

1. Work with your insurance expert
 - a. Use insurance experts familiar with HOAs
 - b. Understand difference in maintenance requirements vs. what is covered in insurance policies
 - c. In a fire area? Ask expert for alternatives
 - d. Discuss ways to minimize risk
 - i. Complete and updated Reserve Studies
 - ii. Current budget
 - iii. Proper funding
 - e. Know and follow timelines for insurance renewals
 - f. Ask insurance expert for current trends for budgets
 - g. Review current deductibles – do they need to be higher or lower?
 - h. Bare Wall policies – pros/cons for your community

2. Work with your legal counsel
 - a. Ensure Board/HOA complies with CC&Rs (100% coverage)
 - b. Amend/spot-amend CC&Rs for hazard control
 - i. Super-majority approval?
 - ii. Lender approval?
 - iii. Petition to court?
 - c. Amend CC&Rs vs. Rule Change for hazard control
 - d. Check language in CC&Rs regarding HO6 policies
 - e. Discuss liability with board for underinsuring HOA
 - i. Lapse in coverage/non-renewal
 - ii. Impact ability for new home loans
 - f. Review Claims Procedures – who can file claim
 - i. Amend CC&Rs/Policies on handling claims
 - g. Create prohibitions/restrictions to reduce costs
 - i. No BBQs
 - ii. Chimney Sweep cleaning
 - iii. Require vacant owners to check units
 - iv. Zinsco Panels

3. Manager Role
 - a. Communicate to the Board and use your experts
 - b. Use a claim form (get one from our agent)
 - i. Consider charge for processing claims
 - c. Address deferred maintenance
 - i. Electrical panels/phone wires
 - ii. Review reserve studies
 - iii. Rezoned High Fire-Line Communities
 - d. Brush clearance
 - e. Fire Sprinkler Inspections/Certifications
 - f. Budget accordingly
 - g. Require Insurance certificate from homeowners

Claim Reporting Procedure

*Before the claim is filed, call the appropriate vendor to mitigate the damage (i.e. shut off water, stop or limit the root cause of loss).

*Do not review the *Maintenance Section* of the CC&Rs. This does not apply to an insurance loss. The *Insurance Section* of the CC&Rs defines the responsibilities of the unit owner and HOA. The HOA's legal counsel should assist if the CC&Rs are vague/hard to understand where the responsibility lies (i.e. original build or improvements included, interior coverage included, loss from an appliance only servicing the unit, etc....).

HOA Name: _____

Description of the Loss: _____

Date of Loss: _____ Time of Loss: _____ Date reported: _____

Name of Unit owner, address, email and phone number:

Name of other unit owners/tenants affected, address, email and phone number:

Vendor contact information: _____

Insurance Company Name/Agency/Phone & Email: for each unit affected:

Policy Numbers and Claim Numbers for each unit:

Claims Adjustor(s) Name, Phone and Email for each unit:

Documents needed to provide to Claims Adjustor:

Plumbing/Appliance Reports, Photos and Invoices

Mitigation Estimate, Photos and Invoice

Restoration Repair Estimate, Photos and Invoices