

How we did it.

You have seen firsthand the improvements that have taken place when the right team is assembled. Phil and John had three objectives they ran on.

1) Get our books in order.

- The financial reporting structure was rolled up into a single balance sheet.
- There are no sub-tabs to break out profit centers to try to manage and understand actual costs. Unless you knew how to read a financial spreadsheet, the average person assumed everything was fine.
- We implemented a golf management contract stating that our businesses are PUBLIC amenities and are now held to performance goals and objectives.

2) Find new and creative ways to source revenue or reduce liability. We had many new programs that contributed to the bottom line.

Below are a few:

- Fiber, our own private network
 - Fiber benefits the entire community. Homes can't function today without water, electricity, and the internet.
 - The real win/win behind this non-due's revenue allows us to secure our community with POE technology (powered over the ethernet), market and establish higher home values as the only gated neighborhood in the entire area.
- Rotating Art Program at The Pointe
- Curbside Pickup
- Lunch Box Program
- Special Events at the Pointe
- Palm Trees
- Mosquito Program
- Golf Membership Packages
- Land Development Fee
- Tennis/Pickleball Lessons
- Top Shelf Spirits
- 240 Club
- New merchandise with new logos

3) Build a new Community Center

In order to move the project forward the following action items were necessary.

- Books that reflect a corporation
- Establish new revenue sources
- Positive Financial Position
- Find funds to eliminate current obligations sooner than forecasted.

All the while expanding our capital projects, implementing programs to take care of our existing infrastructure, and not sacrificing the marketing of our business.

Why we did it.

John and I are excited to announce our candidacy for reelection.

You might ask ... Among all this controversy ... Why?

Given this thankless volunteer position, so many nasty untruths have been hurled at us by people hiding behind their keyboards.

Because ... we love the Harbour, we live here, and the job isn't finished.

Plus, if you know John and me, we don't scare easily and see the bigger picture ... nothing will distract us from completing this vision.

We are the executives you need going forward and have assembled the best team to accomplish our next goals for Fairfield Harbour.

The same people who negotiated the terms with the architect, builder, bank, fiber, management, and security company NEED to be in place to carry out the vision, or you will have chaos. Management continuity is vital at this time.

The special election with online voting is scheduled from April 22 - May 6. Results will be announced at Harbor Pointe Golf Club porch on May 13, 1 p.m.

Please VOTE NOT TO REMOVE FH President Phil Hewett and Vice President John Rothengast.

The regular FHPOA election also with online voting is scheduled from May 13 - June 3. Results will be announced on June 26, 7 p.m., at the Annual Meeting at FH Community Center.

Please re-elect Phil Hewett and John Rothengast.

Phil Hewett



I was an executive for a nationwide healthcare company with over \$1 Billion in annual revenue. As a senior-level manager, I was responsible for a 45-million-dollar territory.

This was comprised of multiple states and hundreds of employees in a highly specialized field.

The broad description of the position encompassed budgeting, forecasting, strategic growth, personnel, acquisition and mergers, real estate purchases, build-outs and negotiations of lease agreements, and employee career development while maintaining historical E.B.I.T.D.A.

The granular role was to guide direct reports, ensuring clarity around priorities and goals for the entire market.

This meant guiding the talent to reach goals and key performance indicators while working across functions with peers in other groups to ensure collaboration for shared goals while managing the overall financials.

The bottom line was to have a vision and motivate the individuals to reach the same objective within a specific time at a fixed cost. Make things happen now and do it effectively. I'm a strategic thinker who can navigate the details efficiently and decisively.

My wife and I have committed to the Harbour; this is our forever home. Community is everything to us; without growth, it stagnates and withers. Change can be scary, but we can control its impact for the positive and our future together.

John Rothengast



I was born in Glendale, Queens, NY, and raised in West Islip, NY. I graduated from St. Bonaventure University with a BBA in accounting. I enjoyed a forty-year career in accounting & finance management encompassing private and defense sectors while maintaining government secret clearance—controller for Manhattan Jeweler with annual sales of \$25 Million. I retired as a senior program administrator at ITT Corp, administering and responsible for a \$30 million budget.

I volunteered and served as Director on the Co-op Board of Directors at Driftwood on the Ocean, Montauk, NY, for seven years, during which time we increased reserves from \$50,000 to \$500,000 while making capital improvements and paying off the 20-year mortgage. Additional volunteer activities include VITA (Volunteer Income Tax Assistance) for four years and part of the Broad Creek Clean Up Crew.

I believe in improving the community responsibly and with financial intelligence. I proved this could be done while serving on the BOD for my community in Montauk, and it was completed by reaching a consensus with a very diverse Board.

A new 21st-century Harbour Club would raise our quality of life at FH to the level of our competitors, which include Taberna and Carolina Colours. This can be done with minimal investment while increasing our property's equity for the future, improving the quality of life for all age groups, and attracting owners who will participate in the community.



The Vision

If re-elected Phil and John are committed to the following objectives:

- 1. The Harbour Club and Amphitheater at Pelican Park completed by Summer 2025.**
- 2. The Harbour Pointe Golf Club (HPGC) and The Pointe Restaurant become self-sufficient.**

In 2017, HPGC and The Pointe cost each resident over \$235 out of their dues. In 2023, we got that amount down to \$30 per resident. This keeps a golf course and restaurant in your backyard.
- 3. Our 385 infrastructure will be repaired and improved.**

We completed Birdland Marina, started the Shoreline Seawall, and finished four cart paths on the HPGC. We put long-term contracts in place to finish the Shoreline Marina, finger docks, the remaining sea wall, and carts paths.
- 4. Fiber network to go live Summer 2024 at our entrances.**

This means that we will always know who is coming through our gates through technology.
- 5. Increase FH reserves and the insurance umbrella policy to reflect a neighborhood that faces coastal risks.**
- 6. Focus on a long-term commercial lease for property on Hwy. 55 and short-term rental for small businesses in current POA office and activity building once the Harbour Club is completed.**

These spaces could be short-term rentals such as a pet groomer, daycare, tutoring services, tax accountant, real estate, coffee shop, satellite for PT/OT, masseuse, yoga instructor, or a builder's showroom. Several of these types have already expressed interest and will complement our existing portfolio, like the beauty salon, esthetician, and fiber center.