

November 2011

Myrtle Beach, SC

The Beach House Messenger



A Newsletter for the Homeowners of Beach House Golf and Racquet Club



Beach House Golf and
Racquet Club
6800 N. Ocean Blvd.
Myrtle Beach, SC 29572
843.449.7484

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President's Message

Your Board of Directors met on the 23rd of September and after much debate and agonizing were able to approve the 2012 Operating Budget with no increase in your maintenance fee for the 4th year in a row. The Reserve Fund, though funded at a lesser rate, is in good position forbidding any disaster! **That is Great News!**

Owners need to understand that it isn't easy and is not likely to get easier in the future.

Betty and the staff continue to do a great job of maintaining our property, even though we continue to ask them to do more with less. Those expenses over which we have no control continue to escalate, and unfortunately, the collection rate for maintenance fees continues to decline. These are issues across the time-share industry, and there are no easy solutions.

Your Board and Management continue to explore ways to make blue and white time more attractive for new owners.

The good news is that we have a great resort that is in excellent condition in spite of its age. Please use it, enjoy it, tell others about it and pay your maintenance fees on time.

Please join us for the Annual Meeting, March 17, 2012!

On behalf of Your Board of Directors,
Joe I. White, Sr. "Coach"
President



**BEACH HOUSE GOLF & RACQUET CLUB
2012 OPERATING BUDGET**

	<u>2012</u> <u>Budget</u>		<u>2012</u> <u>Budget</u>
<u>OPERATING REVENUE</u>		<u>ADMINISTRATION & GENERAL</u>	
MAINTENANCE FEES- CURRENT	\$ 1,388,604	MANAGEMENT FEES	\$ 137,254
MAINTENANCE FEES-PRIOR YEARS	\$ 12,000	ACCOUNTING	\$ 31,333
LATE CHARGES ON DELINQUENT FEES	\$ 10,000	DATA PROCESSING	\$ 10,525
INTEREST ON DELINQUENT FEES	\$ 3,500	ANNUAL AUDIT	\$ 5,800
TELEPHONE INCOME	\$ 100	LEGAL FEES	\$ 7,425
MERCHANDISE SALES	\$ 2,500	TAXES AND LICENSES	\$ 2,150
THEATRE TICKETS AND ACTIVITIES	\$ 15,000	DUES AND SUBSCRIPTIONS	\$ 2,500
VENDING COMMISSION	\$ 2,200	REGIME ACTIVITIES	\$ 2,700
HOUSEKEEPING FEES	\$ 6,500	BOARD OF DIRECTORS EXPENSE	\$ 4,900
RENTAL COMMISSION TO HOA	\$ 7,000	PRINTING	\$ 4,500
RENTAL OF HOA OWNED UNITS	\$ 12,000	POSTAGE	\$ 7,200
SALE OF HOA OWNED UNITS	\$ 5,500	BANK CHARGES	\$ 100
FLEX FEE INCOME	\$ 2,000	OFFICE SUPPLIES	\$ 2,000
BANK INTEREST	\$ 2,500	SECURITY/FRONT DESK COVERAGE	\$ 1,000
NIGHT AUDIT INCOME	\$ 3,658	NEWSLETTER	\$ 1,550
OCEAN FOREST - HOUSEKEEPING	\$ 46,000	COURIER SERVICE & DOCSTAR	\$ 500
OCEAN FOREST - ADMINISTRATION	\$ 4,882	COMPUTER EQUIPMENT	\$ 500
OCEAN FOREST - MAINTENANCE/BELLMAN	\$ 24,000	MILEAGE/ TRAINING	\$ 850
MISCELLANEOUS INCOME	<u>\$ 1,600</u>	LOCKBOX CHARGES	\$ 2,150
		MISCELLANEOUS	<u>\$ 300</u>
TOTAL OPERATING REVENUE	\$ 1,549,544	TOTAL ADMINISTRATIVE & GENERAL	\$ 225,237
LESS:		<u>SALARIES, WAGES, TAXES AND BENEFITS</u>	
MERCHANDISE COST OF SALES	\$ 900	SALARIES - ADMINISTRATIVE	\$ 194,552
ACTIVITIES COST OF SALES	\$ 11,000	SALARIES - HOUSEKEEPING	\$ 147,561
TRANSFER TO RESERVE FOR REPLACEMENT	<u>\$ 275,000</u>	SALARIES - MAINTENANCE	\$ 116,157
NET OPERATING REVENUE	\$ 1,262,644	SALARIES - ACTIVITIES	\$ 17,855
		RESORT INCENTIVES	\$ 1,800
<u>UTILITY EXPENSE</u>		PAYROLL TAXES	\$ 41,233
ELECTRICITY	\$ 80,550	WORKERS COMPENSATION INSURANCE	\$ 22,854
NATURAL GAS	\$ 22,000	EMPLOYEE INSURANCE	\$ 61,323
TELEPHONE	\$ 6,188	HUMAN RESOURCES/PAYROLL FEE	<u>\$ 13,454</u>
WATER & SEWER	\$ 21,000	TOTAL PAYROLL EXPENSES	\$ 616,789
LANDFILL FEES	\$ 3,700	<u>LEASES & CONTRACTS</u>	
CABLE TV AND INTERNET	<u>\$ 12,369</u>	EXTERMINATING	\$ 3,060
TOTAL UTILITY EXPENSE	\$ 145,807	EQUIPMENT LEASE	\$ 2,004
<u>HOUSEKEEPING EXPENSE</u>		REFUSE COLLECTION	\$ 3,187
CLEANING SUPPLIES	\$ 17,400	INCOME TAX	\$ 5,000
ROOM PURCHASES	<u>\$ 17,161</u>	PROPERTY TAX (City/County)	\$ 92,932
TOTAL HOUSEKEEPING EXPENSE	\$ 34,561	GENERAL INSURANCE	<u>\$ 59,117</u>
<u>MAINTENANCE EXPENSE</u>		TOTAL LEASES & CONTRACTS	\$ 165,300
TELEPHONE EQUIPMENT REPAIR	\$ 700	TOTAL OPERATING EXPENSES	\$ 1,262,644
APPLIANCE REPAIRS	\$ 1,600	NET OPERATING INCOME	<u>\$ -</u>
POOL MAINTENANCE AND REPAIR	\$ 3,750		
POOL SUPPLIES	\$ 5,500		
BUILDING MAINTENANCE & SUPPLIES	\$ 21,000		
MAINTENANCE - INTERIOR	\$ 15,500		
MAINTENANCE - RECREATION	\$ 1,400		
MAINTENANCE AGREEMENTS	\$ 20,500		
GROUNDS AND LANDSCAPING	\$ 3,000		
UNIFORMS	<u>\$ 2,000</u>		
TOTAL MAINTENANCE EXPENSE	\$ 74,950		

<u>Maintenance Fee Per Unit/Week</u>	
One Bedroom	\$ 465
Two Bedroom	\$ 575
Three Bedroom	\$ 586
Penthouse	\$ 930

Website Information

The following Owner Information is available at www.beachhouserestort.com.

- You may fill out a rental agreement. You may download and print the owner rental agreement or use the online rental agreement to put your unit/week into the rental pool.
- You may pay your maintenance fees monthly automatically from your checking account by downloading and printing the auto draft application.
- You may also pay your maintenance fees online. You need a user name and password located on your statement. If you do not have an online account, please to call the resort to have it activated at 843-449-7484.
- Property Tax Information by Unit/Week.
- Newsletters, Interval Calendar.
- Board & Annual Meeting Dates.
- An owner in good standing can make Flex Bonus® time reservations or discounted rental reservations online. Before proceeding, you will need to have a user name and password located on your statement. You can contact the resort for your user ID and password.
- Board of Directors Nomination Forms may be downloaded on the website.

General Manager's Corner

We have enjoyed seeing all the owners and guests during the summer season, and we look forward to seeing our owners in the fall and winter season.

If you're interested in pre-paying your Maintenance Fees or making payments on future year's fees, just give us a call. There are some options available to help assist you with the burden of a one time charge verses spreading the expenses over 12 months with a monthly bank draft.

The best time to check on your Maintenance Fee balance is before they become past due.

We are offering monthly winter rentals again this year. The months available are January, February and March. If you're interested, or if you know someone that is, call the Beach House, as we only have a limited number of units available.

We have started our interior refurbishment project. This will consist of the replacement of the carpet, sofas, bedspreads, valances and mattresses in all units. We are anticipating this to be completed by the end of February 2012.

The new pool cover will be up by the 1st of November. The maintenance staff has built a new walkway to the pool area to provide alternate access to the pool. We will be installing an ADA compliant lift in the beginning of 2012.

We look forward to seeing you on your next visit.

Have A Safe Trip!

Betty and the Gang

DEFENDER REALTY'S RESALE CORNER...

I will start by letting you know that we have a new real estate agent at The Beach House handling resales and answering your questions. He has been in member services and sales for a number of years, and we felt he would be a great addition to The Beach House. We are excited to introduce you to Mr. Stephen Jackson. He has a great smiling personality and is a native of Myrtle Beach. You will be seeing Stephen at the resort, so stop and introduce yourself and make him feel welcome.

Many of you have taken advantage of the special opportunity to convert your week to RCI Points. This program gives you a tremendous amount of flexibility and greater tradeability. RCI Points plus the Defender Flex® Bonus Nights are now teamed up to offer the best of both worlds. RCI Point members at Defender Resorts now have the opportunity to use the Defender Flex® Bonus Nights at participating resorts if you own a week 1-12 or 39-52. If you own one of these weeks and convert to RCI Points, you become eligible to use up to thirty-two (32) Bonus Nights as well as enjoy the flexibility of the RCI Points program.

Even if you don't own a week that offers the bonus nights, RCI Points is the best solution for great vacations. For a limited time, we are offering a special opportunity to convert your week to points at almost 30% off the regular conversion price and we will pay for the enrollment and first year in RCI; so, act today. Also, if you own a week that is eligible for Bonus Nights, you truly have a world of great vacations. Call Stephen at (843) 449-7484 Ext. 3393 for complete no obligation details on this expanded program.

Have a great fall, and if we can be of any assistance, please do not hesitate to contact us.



Frank Baker

Defender Realty

(843) 497-6431

fbaker@defenderresorts.com

2 0 1 2 I N T E R V A L C A L E N D A R	Week	Beach House 2012 Saturday to Saturday	
	1	01/07/12	01/14/12
2	01/14/12	01/21/12	
3	01/21/12	01/28/12	
4	01/28/12	02/04/12	
5	02/04/12	02/11/12	
6	02/11/12	02/18/12	
7	02/18/12	02/25/12	
8	02/25/12	03/03/12	
9	03/03/12	03/10/12	
10	03/10/12	03/17/12	
11	03/17/12	03/24/12	
12	03/24/12	03/31/12	
13	03/31/12	04/07/12	
14	04/07/12	04/14/12	
15	04/14/12	04/21/12	
16	04/21/12	04/28/12	
17	04/28/12	05/05/12	
18	05/05/12	05/12/12	
19	05/12/12	05/19/12	
20	05/19/12	05/26/12	
21	05/26/12	06/02/12	
22	06/02/12	06/09/12	
23	06/09/12	06/16/12	
24	06/16/12	06/23/12	
25	06/23/12	06/30/12	
26	06/30/12	07/07/12	
27	07/07/12	07/14/12	
28	07/14/12	07/21/12	
29	07/21/12	07/28/12	
30	07/28/12	08/04/12	
31	08/04/12	08/11/12	
32	08/11/12	08/18/12	
33	08/18/12	08/25/12	
34	08/25/12	09/01/12	
35	09/01/12	09/08/12	
36	09/08/12	09/15/12	
37	09/15/12	09/22/12	
38	09/22/12	09/29/12	
39	09/29/12	10/06/12	
40	10/06/12	10/13/12	
41	10/13/12	10/20/12	
42	10/20/12	10/27/12	
43	10/27/12	11/03/12	
44	11/03/12	11/10/12	
45	11/10/12	11/17/12	
46	11/17/12	11/24/12	
47	11/24/12	12/01/12	
48	12/01/12	12/08/12	
49	12/08/12	12/15/12	
50	12/15/12	12/22/12	
51	12/22/12	12/29/12	
52	12/29/12	01/05/13	



!!!Alert!!!

**Check
Dates for Your
Week!!!**

Please be sure to check the check-in date for your week.

Owner Services Deed Transfers

If you have sold your timeshare week, please make sure that we receive the new owner information we need to change the Homeowners' Association ownership records. We require two items in order to change the records:

- A copy of the deed recorded (with a book/page and date stamp) at the Horry County Courthouse.
- A check for \$32.00 for a deed transfer fee payable to Defender Resorts, Inc.

You may have an attorney prepare the deed or record the deed yourself; we do not provide legal services. We also need the new owner's billing address, telephone number and usage year. You may contact the Register of Deeds at Horry County at 843-915-5000 or 1310 Second Ave., Conway, SC 29526. For more information visit their website at: www.horrycounty.org

Serving on the Board of Directors

If you are interested in serving on the Board of Directors for The Beach House, please complete the Nomination Application Form on page 6 of this newsletter and return it to The Beach House, C/O of Defender Resorts, Inc., by December 30, 2011.



Some Things You Should Know



URGENT: OWNER ALERT

OWNER BE AWARE of unscrupulous companies that make offers to sell or otherwise take possession of your deeded week interval for a fee. During the past few years while our Country has been in recession, numerous "suspect" Transfer Companies have mushroomed whereby offering owners, for a fee (which in many cases is several thousands of dollars), the opportunity to sell or transfer their ownership.

**PLEASE DON'T LET THIS
HAPPEN TO YOU.
CALL The Beach House at
843.449.7484
BEFORE ACTING ON ANY
OFFER.**



Housekeeping and Maintenance



While staying at the property, please be sure to provide any housekeeping or maintenance concerns to the Office Staff, so they can generate a work order. Remember, "if we don't know about them, we can't fix them."



ARDA-ROC (American Resort Development Association/ Resort Owners Coalition)

is a coalition comprised of hundreds of thousands of timeshare owners across the country who voluntarily contributes \$3.00 per year to promote a legislative agenda at the local, state and federal level which is beneficial to timeshare owners.

Having Defender CEO, Ken McKelvey, as the Chairman of ARDA-ROC has helped make sure Defender is fully aware of any and all legislative issues that might affect our timeshare industry, thus affecting your Association. We invite you to be a part of this coalition of timeshare owners by contributing \$3.00 per year to support those who fight for your timeshare rights. ARDA represents you.

Learn more about ARDA and how they work on your behalf at www.arda.org.



Find us on Facebook!

The Beach House continues to move into the modern era, and to that extent, we now have a facebook page! In order to get to The Beach House facebook page go to:

www.defenderresorts.com

Scroll to the bottom of the page, and click on the facebook icon. A drop down list will show The Beach House. Click on the name and you will be forwarded to The Beach House page. Make sure to "like" the page.

Then feel free to share your fun vacation memories and pictures.

**The Beach House Golf and Racquet Club
BOARD OF DIRECTORS**

NOMINATION APPLICATION FORM

The Beach House Golf and Racquet Club Board of Directors request owners who are interested in providing service to the association on the Board of Directors or Committees advise the Board of their interest by providing the following information:

Please limit each category to no more than 25 words

Name: _____ Telephone: _____

Unit/Week(s) Owned: _____

Address: _____

Education: _____

1. What do you consider to be the short term needs of The Beach House Golf & Racquet Club? _____

2. What do you consider to be the long term concerns of The Beach House Golf & Racquet Club?

3. What do you feel you will contribute to The Beach House Golf & Racquet Club as a member of the Board of Directors?

Signature: _____ *Date:* _____

This form must be received by no later than December 30, 2011.

Mail to: The Beach House, C/O Defender Resorts

PO Box 3849, Myrtle Beach, SC 29578

Or fax to: 843-449-9469