

THE LINKS LETTER

A Newsletter for the Homeowners of The Links Golf & Racquet Club



October 2010

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November 03, 2010

NOTICE OF ANNUAL MEETING THE LINKS GOLF & RACQUET CLUB

DECEMBER 03, 2010

10:00 A.M.

Dear Owner:

On behalf of the Secretary of the Board of Directors of The Links Golf & Racquet Club Homeowners Association, please be advised that the Annual Meeting of the Links Golf & Racquet Club will be held on Friday, December 3, 2010, at the Link's Clubhouse. The Meeting will convene at 10:00 a.m., prevailing local time.

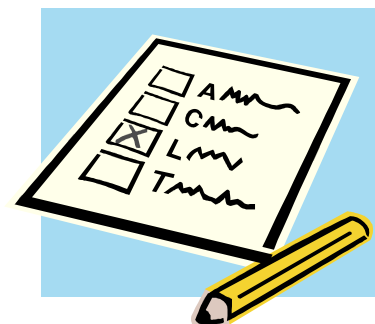
Enclosed you will find a self-addressed business reply proxy. Please fill this out and return it to us as soon as possible. In order to allow time for processing, all proxies must be received no later than close of business, 5:00 p.m., prevailing local time, December 1, 2010. Please don't let this date slip up on you. We would rather have you attend the meeting; if you do, your proxy can be rescinded and you may cast your vote in person. Whether you plan to attend or not, please return the proxy to us to help attain a quorum.

The purpose of the meeting is outlined in the enclosed agenda.

Please participate.

Sincerely,

Mark Westbrook
President/COO
Defender Resorts, Inc.



Links Golf & Racquet Club
Homeowners Association, Inc

Annual Meeting

AGENDA

December 03, 2010

10:00 A.M.

1. Calling of the Roll and Certifying of the Proxies
2. Proof of Notice of Meeting or Waiver of Notice
3. Reading of the Minutes from December 04, 2009 Annual Meeting
4. Report of Officers
5. Management Report
 - Financial Report
 - Operations Report
6. Appointment by President of Inspectors of Election
7. Election of Directors
8. Unfinished Business
9. New Business
 - Discussion and Questions
 - Other
10. Adjournment

**THE LINKS GOLF & RACQUET CLUB
2011 APPROVED OPERATING BUDGET**

	<u>2011</u> <u>Budget</u>		<u>2011</u> <u>Budget</u>
<u>OPERATING REVENUE</u>		<u>ADMINISTRATION & GENERAL</u>	
MAINTENANCE FEES- CURRENT	\$ 2,816,097	MANAGEMENT FEES	\$ 284,308
MAINTENANCE FEES-PRIOR YEARS	\$ 25,000	ACCOUNTING	\$ 45,344
LATE CHARGES ON DELINQUENT FEES	\$ 20,000	DATA PROCESSING	\$ 23,930
INTEREST ON DELINQUENT FEES	\$ 10,000	ANNUAL AUDIT	\$ 7,700
TELEPHONE INCOME	\$ 350	LEGAL FEES	\$ 14,000
MERCHANDISE SALES	\$ 1,200	VEHICLE EXPENSES	\$ 4,800
THEATRE TICKETS	\$ 48,000	DUES AND SUBSCRIPTIONS	\$ 1,900
VENDING COMMISSION	\$ 1,100	REGIME ACTIVITIES	\$ 15,800
ACTIVITIES INCOME	\$ 2,400	BOARD OF DIRECTORS EXPENSE	\$ 3,100
COOKOUT INCOME	\$ 6,000	PRINTING	\$ 10,500
HOUSEKEEPING FEES	\$ 1,500	POSTAGE	\$ 10,750
RENTAL COMMISSION TO HOA	\$ 4,500	BANK CHARGES	\$ 600
RENTAL OF HOA-OWNED UNITS	\$ 8,500	LOCKBOX CHARGES	\$ 3,200
SALE OF HOA-OWNED UNITS	\$ 12,000	EMPLOYEE RECRUITMENT	\$ 2,500
FLEX FEE INCOME	\$ 3,000	OFFICE SUPPLIES	\$ 9,000
BANK INTEREST	\$ 7,500	SECURITY/FRONT DESK COVERAGE	\$ 5,997
MISCELLANEOUS INCOME	\$ 500	MILEAGE	\$ 1,000
		ARDA, COURIER SERVICE & DOCSTAR	\$ 6,000
		MISCELLANEOUS	\$ 1,500
TOTAL OPERATING REVENUE	\$ 2,967,647		
		TOTAL ADMINISTRATIVE & GENERAL	\$ 451,929
LESS:		<u>SALARIES, WAGES, TAXES AND BENEFITS</u>	
THEATRE TICKETS	\$ 37,000	SALARIES - ADMINISTRATIVE	\$ 212,219
MERCHANDISE COST OF SALES	\$ 2,800	SALARIES - HOUSEKEEPING	\$ 170,407
ACTIVITIES COST OF SALES	\$ 1,000	SALARIES - MAINTENANCE	\$ 150,500
COOKOUT COSTS	\$ 2,800	SALARIES - ACTIVITIES	\$ 33,375
TRANSFER TO RESERVE FOR REPLACEMENT	\$ 546,893	RESORT INCENTIVES	\$ 2,500
		PAYROLL TAXES	\$ 46,424
NET OPERATING REVENUE	\$ 2,377,154	WORKERS COMPENSATION INSURANCE	\$ 24,348
		EMPLOYEE INSURANCE	\$ 76,536
<u>UTILITY EXPENSE</u>		HUMAN RESOURCES/PAYROLL FEE	\$ 15,600
ELECTRICITY	\$ 264,000		
NATURAL GAS - LAUNDRY	\$ 11,000	TOTAL PAYROLL EXPENSES	\$ 731,909
NATURAL GAS - POOL & JACUZZI	\$ 23,000	<u>LEASES & CONTRACTS</u>	
TELEPHONE	\$ 22,000	EXTERMINATING	\$ 7,280
WATER & SEWER	\$ 56,000	YARDS & GROUNDS CONTRACT	\$ 21,000
LANDFILL FEES	\$ 14,000	INCOME TAX	\$ 5,000
CABLE TV	\$ 29,285	PROPERTY TAX (City/County)	\$ 101,000
		GENERAL INSURANCE	\$ 233,551
TOTAL UTILITY EXPENSE	\$ 419,285		
<u>HOUSEKEEPING EXPENSE</u>		TOTAL LEASES & CONTRACTS	\$ 367,831
CLEANING SUPPLIES	\$ 44,000		
ROOM PURCHASES	\$ 52,000	TOTAL OPERATING EXPENSES	\$ 2,377,154
CONTRACT LABOR	\$ 217,000		
		NET OPERATING INCOME	\$ -
TOTAL HOUSEKEEPING EXPENSE	\$ 313,000		
<u>MAINTENANCE EXPENSE</u>			
TELEPHONE EQUIPMENT REPAIR	\$ 1,200		
APPLIANCE REPAIRS	\$ 9,000		
POOL & JACUZZI SUPPLIES	\$ 17,000		
BUILDING MAINTENANCE EXTERIOR	\$ 15,000		
MAINTENANCE - INTERIOR	\$ 27,000		
MAINTENANCE - RECREATION	\$ 5,900		
MAINTENANCE AGREEMENTS	\$ 9,000		
GROUNDS AND LANDSCAPING	\$ 4,600		
UNIFORMS	\$ 4,500		
TOTAL MAINTENANCE EXPENSE	\$ 93,200		

Maintenance Fee Per Unit/Week	\$595
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President's Message

I am pleased to announce that the exterior treatments to the Club House, Cabana and building "G" are completed. Both pool decks have also been repaired and re-surfaced. It is a fairly big change to the colors that we have been used to at the Links for the past 28 years. The exterior of these buildings have been sided with Hardy Board concrete fiber board and seal coated with a polymer that has a 20 year warranty. Before the new siding was applied, we repaired all the rotted wood and reinsulated the exterior walls. The three buildings that have been completed were in the worst condition of them all as far as wood rot. The hidden wood under the original cedar siding was in poor condition and created some structural challenges, especially on the Cabana. Building "G" was not much better and most of the rear wall had to be replaced.

Our pool deck was ground down to the original bare cement and cracks were sealed with epoxy. All the areas where the cement was broken or crumbling were dug out and replaced as necessary. The entire deck is now covered with the best product available and came with a 10 year warranty. We will continue replacing the siding on the rest of the buildings as the budget allows, but the plan is to be finished in approximately five years. We were spending a good part of our maintenance budget repairing wood rot, and it was getting more expensive due to the cedar siding not keeping the moisture out. Traditional waterproofing products were not working as the damage was already done to the interiors of the exterior walls.

The Board decided now was the time to go on the offense against wood rot. We researched contractors and this product quite a bit and feel that it will solve our problem for a long time. Our survey shows that 91% of the people surveyed really like the new colors and gives the Links a really fresh new look and feel.

Leo Mansueti

President, Links Board of Directors



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 contribute \$3 per year to promote a legislative agenda at the local, state and federal levels beneficial to timeshare owners.

Here's what ROC is supporting presently:

South Carolina – South Carolina legislature has formed a T.R.A.C. committee to review all exemptions. One of the most important exemptions to timeshare owners is the exemption from accommodations tax for a timeshare owner's stay. Many times Legislatures, in both Columbia and Horry County have tried to take these exemptions away. Funds from ROC have supported our efforts in each of those cases to maintain this most important exemption. ROC continues to monitor the T.R.A.C. committee of the South Carolina to see if we will have to press forward in an additional fight in South Carolina for this prevailing exemption.

The Links Golf and Racquet Club
General Manager's
Operations Report January 2010 — August 2010

The summer is winding down and what a busy one it has been! The Monday morning social meetings have been well attended. Doughnuts, coffee, tea and juice were served. Most everyone stayed for an overview of what was going on in the area and the raffle for prizes, of course. We continue to have our "special guests" each week. The Golf Clinic, Golf Outing, River Rats, Low Country Adventure, Aquacino Gambling Cruise, Dino's Dinner Show and Medieval Times are all represented. We are now experiencing the usual after Labor Day slow down.

Until the summer season arrived, Amy sponsored the outing to the Vineyard and Tanger Outlet for shopping. Once our annual bike rally arrived in May, the van was dedicated to shuttle guests to and from the beach and Cabana. With each new season Amy attempts to have something new for everyone.

The "Kid's Club" is always the most popular during June and July. When the youngsters signed up, they were given their membership card and a fun surprise sheet of stickers. Cards were punched for every activity they attended. It really didn't matter how many punches they earned, they just liked getting their card punched! At the end of the week, all the cards were put into a bucket for a drawing. It was a random drawing for the "grand prize" (a beach towel most of the time).

There were several activities added over the summer months, especially for children. Such as a pool tournament, a ping pong tournament just for kids, sand art, ice cream floats, hair braiding and a scavenger hunt.

Tuesdays were filled with fun stuff to keep everyone busy! The morning activities included the Jewelry Show, "Mary Kay" Makeovers and Sea Mountain Soap Company set up in the clubhouse while Amy prepared for the cook-out. We had a new tattoo artist by the pool this summer and she was great. She even had the Dead Head Symbol and Rolling Stones Tongue, so lots of adults got tattoos too. The cookouts were fun. I played the rub board every week and had volunteers come up and help me with some playing. I was the DJ again since a professional one wouldn't take the job for the pay (a free hot dog and a bag of chips).

New this year was "31 Gifts", with monogrammed purses, totes, even lunch sacks! During the summer on two evenings a week we also added Yopalates (a combination of Yoga and Pilates) Adults also enjoyed the Pool Tournament, Ping Pong, Chair Massage, Paraffin Wax Treatment, Aqua Exercise and the Vineyard Tour.

Family Activities included Bingo, Jewelry Making, Miniature Golf and Bowling. Amy also arranged Family Nights with group rates for The Palace, Dixie Stampede, Alabama "One" Show, Dino's Variety Show and Medieval Times.

There were also a few changes at the Front Desk during 2010. Liz joined our staff in the support/float position at the front desk. Hope is still with us and continues to be the twelve-hour anchor person during the day, and Bill and Jim round out the night shift. Jane was married in September in Las Vegas with a real Elvis themed wedding. She resigned shortly after the wedding, and Wes began training for the front desk position. Gayeleen transferred to our sister property at The Maritime Beach Club, and Ray McKelvey joined The Links staff as our new Assistant Manager. He has been wonderful to work with and has caught on quickly.

Defender Resorts, our management company, held a General Managers Conference that was very informative and gave us additional training in various areas like insurance and legal matters. It is an annual event to keep us up-to-date on current issues and refresh everyone on various procedures.

Cool Cote Inc. started work on the first phase of exterior renovations at The Links and completed building "G", the Cabana and the Clubhouse, even our Elvis got a new guard shack. Comments from owners have been very positive, and the updated modern look gave us a renewed energy and should help with sales and rentals!

Our entire staff has tried to assist our guests efforts to save money while on vacation. We provide restaurant opinions and all sorts of suggestions for activities according to budgets and individual needs. The shuttle to the beach and Cabana will continue through October. This is due primarily to the work that will be going on to complete the resurfacing of the pool decks.

General Manager's Operations Report (Continued)

Ron has a few new faces in maintenance. Melvin Milligan was promoted to Maintenance Supervisor at The Beach Club at Montego and Les and Nick were hired as a Maintenance Technicians. Here are a few of the daily operation items taken care of by maintenance:

~Three of Links Maintenance Staff took the National Swimming Pool / CPO certification class and all of them passed the exam.

~Ron and Ray attended a seminar on Hurricane Awareness.

~2886 Work Orders were completed between January 1st and August 29th.

~Some major pot hole were repairedAnalysis was completed on age of appliances...We tiled the Activity Director's Area .

~Rebuilt and repaired the Pool Table mechanism...Ponds were maintained...All trash containers were refinished...

~70 Clothes dryers and the vent pipes were cleaned out....Pressure washed the gazebos...Seven new picnic tables made...

~Worked with Cool Cote on Building "G", Cabana and Clubhouse...Winter Maintenance performed on 19 units.

~60 hibiscuses planted around the property...Work done on Golf Carts...Ramp built for shop entrance...

~New Pool Furniture added...Collapsed drain between the clubhouse and pond was excavated, repaired and the road repaved.

ITEMS REPLACED:

- Steam Room boiler...8 Garbage Disposals...10 Dishwashers...12 Microwaves...14 Hot Water Heaters...4 Stoves
- 8 Refrigerators...10 Washing Machines...11 Dryers...7 Ice Makers...39 DVD Players...2 32" Televisions
- 7 26" Televisions...5 19" Televisions...8 Ceiling Fans...16 Units and Cabana A/C replaced

The clubhouse received a nice interior lift with accent painting and a few pieces of art, nick knacks and furniture. It looks warmer and more inviting now.

The Housekeeping Department from January to August had 2447 Regular Cleans, 51 Stay-over cleans, 68 Deep Cleans and 73 Carpets Cleaned. In addition, 65 decks and patios were power washed. Housekeeping continued with daily cleaning of the clubhouse and the Cabana. There was sad news in housekeeping in August: Geraldine Taylor, who had been with The Links since it began in the early 1980s, passed away. She is and always will be missed by the Links employees and by many of the owners that knew her. Gerri always had a smile for everyone.

Rentals continued to be a high priority for our Management Team. Safety Training for the staff has also been an area in which Defender continues to be pro-active in . Each and every department was responsible for a monthly meeting to go over the training materials that were the topic for the month.

Every year we have our "critters" to challenge us! This year Ron lured a fox with a hot dog and caught him and bravely grabbed up a possum by its tail!

We always look forward to seeing everyone when y'all return to your vacation home! Seriously, thank you for all your support over the years and for the countless kind words of encouragement. Because of you we get better every year!

Susan Crow, General Manager

2011 W B W R W R W B RED	2011	Week	Saturday to Saturday		Sunday to Sunday	
	W	1	01/01/11	01/08/11	01/02/11	01/09/11
	B	2	01/08/11	01/15/11	01/09/11	01/16/11
	B	3	01/15/11	01/22/11	01/16/11	01/23/11
	B	4	01/22/11	01/29/11	01/23/11	01/30/11
	W	5	01/29/11	02/05/11	01/30/11	02/06/11
	W	6	02/05/11	02/12/11	02/06/11	02/13/11
	W	7	02/12/11	02/19/11	02/13/11	02/20/11
	W	8	02/19/11	02/26/11	02/20/11	02/27/11
	W	9	02/26/11	03/05/11	02/27/11	03/06/11
	W	10	03/05/11	03/12/11	03/06/11	03/13/11
	W	11	03/12/11	03/19/11	03/13/11	03/20/11
	W	12	03/19/11	03/26/11	03/20/11	03/27/11
	W	13	03/26/11	04/02/11	03/27/11	04/03/11
	W	14	04/02/11	04/09/11	04/03/11	04/10/11
	W	15	04/09/11	04/16/11	04/10/11	04/17/11
	W	16	04/16/11	04/23/11	04/17/11	04/24/11
	W	17	04/23/11	04/30/11	04/24/11	05/01/11
	W	18	04/30/11	05/07/11	05/01/11	05/08/11
	W	19	05/07/11	05/14/11	05/08/11	05/15/11
	W	20	05/14/11	05/21/11	05/15/11	05/22/11
	W	21	05/21/11	05/28/11	05/22/11	05/29/11
	W	22	05/28/11	06/04/11	05/29/11	06/05/11
	W	23	06/04/11	06/11/11	06/05/11	06/12/11
	W	24	06/11/11	06/18/11	06/12/11	06/19/11
	W	25	06/18/11	06/25/11	06/19/11	06/26/11
	W	26	06/25/11	07/02/11	06/26/11	07/03/11
	W	27	07/02/11	07/09/11	07/03/11	07/10/11
	W	28	07/09/11	07/16/11	07/10/11	07/17/11
	W	29	07/16/11	07/23/11	07/17/11	07/24/11
	W	30	07/23/11	07/30/11	07/24/11	07/31/11
	W	31	07/30/11	08/06/11	07/31/11	08/07/11
	W	32	08/06/11	08/13/11	08/07/11	08/14/11
	W	33	08/13/11	08/20/11	08/14/11	08/21/11
	W	34	08/20/11	08/27/11	08/21/11	08/28/11
	W	35	08/27/11	09/03/11	08/28/11	09/04/11
	W	36	09/03/11	09/10/11	09/04/11	09/11/11
	W	37	09/10/11	09/17/11	09/11/11	09/18/11
	W	38	09/17/11	09/24/11	09/18/11	09/25/11
	W	39	09/24/11	10/01/11	09/25/11	10/02/11
	W	40	10/01/11	10/08/11	10/02/11	10/09/11
	W	41	10/08/11	10/15/11	10/09/11	10/16/11
	W	42	10/15/11	10/22/11	10/16/11	10/23/11
	W	43	10/22/11	10/29/11	10/23/11	10/30/11
	W	44	10/29/11	11/05/11	10/30/11	11/06/11
	W	45	11/05/11	11/12/11	11/06/11	11/13/11
	W	46	11/12/11	11/19/11	11/13/11	11/20/11
	R	47	11/19/11	11/26/11	11/20/11	11/27/11
	W	48	11/26/11	12/03/11	11/27/11	12/04/11
	W	49	12/03/11	12/10/11	12/04/11	12/11/11
	B	50	12/10/11	12/17/11	12/11/11	12/18/11
	B	51	12/17/11	12/24/11	12/18/11	12/25/11
	RED	52	12/24/11	12/31/11	12/25/11	01/01/12
RED	53	12/31/11	01/07/12			

DEFENDER REALTY'S RESALE CORNER...

If you have not investigated the RCI Points Program, now is a perfect time to do that. If you have tried to exchange through RCI in the weeks program, you probably have experienced times when you could not get what or where you wanted. So much emphasis is being placed on the points program, it is making it very difficult trading in the weeks program. The points program offers an exciting vacation program. It gives you the freedom to vacation virtually where, when and in the size unit you desire, and offers additional vacation time each year. The good news is you only pay one maintenance fee for your week and the additional vacation time. It truly offers much more flexibility than the weeks program. We are offering a special opportunity to convert your week to points at a rock bottom special discounted price. The regular price to convert your week to points is \$2,195 and that increases January; 1 due to increased costs, but for a limited time we are offering this special at only \$1,695. Don't miss this opportunity, contact George Osborne or Diane Carter-Wood at (843) 497-6431.

Did You Know?

We have added two additional bonus stays to the Defender Flex® Program starting January 2011. There are up to an additional 8 bonus nights in January and up to 8 additional nights in February. It offers the owners up to 28 bonus nights each year.

Did You Know?

Defender Realty has introduced a brand new Owner Referral Program. It is called "Let The Pyramid Pay Your Maintenance Fee". You can become a Platinum, Gold, Silver or Bronze partner and earn large sums of CASH for those referrals. Call us for your Pyramid brochure.

Note...Due to the economy, it is still very much a buyer's market. As the economy improves the prices will rise, so don't wait to purchase that second or third week. Contact Fay Taylor at (843) 272-7181 Ext. 7215 for some outstanding bargains or for information on the New Referral Program or the revised Defender Flex® Program.

Frank Baker

Defender Realty, Inc.

(843) 497-6431

fbaker@defenderresorts.com



In Appreciation

On behalf of the Association, the Board of Directors would like to express our condolences to the family of our dear long-time Board Member, Walter Carroll. Mr. Carroll passed on this past April. We truly appreciate all that Walter did for The Links in his many years of service to the Association. Walter will be sorely missed by the Board and by all who worked with him over the years.



We also want to take this time to notify you that Thomas (Les) Edwards informed the Board recently of his resignation from the Board. We appreciate Les's contributions to our Association. We are grateful for all of his caring and support he gave over the years and truly wish him the best.



Service to your Association

Are you interested in serving on the Board of Directors for The Links Golf and Racquet Club?

If so, please visit the resort website and complete the Nomination Form provided.

The form may be found at www.linksresort.com
We are seeking individuals that care enough to volunteer their time to help out and bring new ideas to the table that will enrich the vacation experience for everyone.

Board Members for Links Gold and Racquet Club

President - Leo Mansuetti

Vice President - Dr. Caroline Addison

Secretary - Glen Walls

Treasurer - Antonia Moore

Director - Lee Carroll

You may contact the Board of Directors by email:
by placing the words "Links Board of Directors" in
the subject line of your email to info@defenderresorts.com.

By mail: Links Board of Directors

C/O Defender Resorts, Inc.

PO Box 3849

Myrtle Beach, SC 29578

Welcome

New Board of Directors Members

Your Board of Directors welcomes two new members. Ms. Lee Carroll was appointed to fill the term of past member Walter Carroll and Mr. Patrick Hogan was appointed to serve on the advisory Board, We look forward to working with Lee and Patrick as we move forward into 2011.