

THE MARITIME MESSENGER



A Newsletter for Owners of Maritime Beach Club

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Manager's Corner

It's been a very good year at Maritime in 2006. Our rental programs have succeeded in renting many of the Association owned units. We would also like to thank the many Owners who always follow the rules and regulations and treat Maritime like their own home. It is greatly appreciated by your Board of Administrators and Defender Resorts, Inc., your management company. Our units still remain fresh and inviting and the maintenance needed in the units has been kept to a minimum due to the good condition of each.

In every large group of homeowners, there are always a few who don't read the information provided to them at the property and show little respect for the furnishings or rules and regulations designed to make everyone's vacation stay a pleasant experience. Listed are some important reminders for our many owners to assist in making Maritime your home away from home.

Spa Rules-Maritime is enforcing that no child under the age of 6 years can enter the spa pool. Small children's metabolism cannot handle intense heat and there have been deaths along the Grand Strand related to heat stroke in young children.

Lost? Three children were reported "missing" this year. All children were reunited with their parents. Only one child knew their parent's name and cell phone number. Please make sure you educate your children when on vacation at Maritime. The beach is a big place and it is easy for children to wander away from parents. Teach them your full name and phone number.

During the summer months, we found many owners bringing more people with them than the unit can legally hold. Remember, studio and one bedroom units are designed to accommodate a maximum of 4 people. A two-bedroom unit is designed to accommodate no more than 6 people, maximum. A penthouse unit will accommodate 8 people, maximum. Any Owner who violates this rule will be asked to remove those people above the maximum levels. North Myrtle Beach Fire Code is enforced!

Teenage Delinquencies- On the rise at Maritime. If a teenager is caught abusing the facility or another person, the parents as well as the teenagers will be escorted off the property and will not be allowed to continue using their unit and week! Please monitor your children. There will not be any warnings.

Starter Kits in Units-Please remember, Maritime supplies you with adequate supplies to begin your week with us. Maritime does not supply Owners with unlimited supplies during your week. These can be purchased from us or when out shopping. All supplies at the front desk are sold at cost and the Association does not make any money from this sale. Additional supplies are available as a convenience to you. Please refer to your Useful Information booklet in your unit for more information.

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President's Message

We had another successful and, according to our staff, very busy 2006. Management and your Board implemented a plan in 2006 that hopefully will help sell a lot of the more than 1,000 units the Association owns or that are delinquent so that we can increase our Maintenance Fees Collection Ratio. Time will tell if this new approach is successful.

The board met in late August and approved the 2007 budget that increases the Maintenance Fees by an average of 4.7%. We had hoped to hold the increase to around 3.0%, however, several factors caused the higher increase. The major item is having to replace the roofing on the building. The current roof was put on in 1991 after Hurricane Hugo, but is worn out and causing leaks that damage units. The cost for the new roof and associated work will be approximately \$170,000. The other major increase is in our insurance cost estimated to increase by 20%, or \$20,000. We feel fortunate that it was not higher based on what others along the beach have experienced. The board wishes you an enjoyable Holiday Season and hope you will plan to attend the Annual Meeting on February 17, 2007.

Sincerely,
Jim Hullender, President



DEFENDER REALTY'S MESSAGE BOARD

Defender Realty has introduced a brand new owner referral program. This program is called "The Owner Connection." It is by far the best and easiest program to understand than any that we have had. In the past we offered gifts for your referrals. The new program offers cold hard cash for your referrals. Also, if your referral purchases, you receive additional cold hard cash. Please take a minute to pick up a copy of the new program at the resort or call Audrey Gilliam at Defender Realty at 843-249-3414 Ext. 7103 and she will be happy to send you a copy. Don't wait, get those referral names to us and start making money!!!!

Summer has come and gone and some of you would love to be at the beach enjoying the warm weather instead of being at work or in school. With the popularity of Myrtle Beach, spring and summer weeks are in demand. Developer pricing on summer timeshare weeks continue to rise in Myrtle Beach with an average price on a two bedroom at approximately \$28,000. We have a few spring red weeks and a couple of two bedroom summer red weeks at an incredible price. They are less than one half of what you would pay with a developer and their resort won't trade in the exchange system any better than Maritime. So why pay that inflated price when you have the best of both worlds? You save money on your purchase and you own at a great resort. Call Audrey Gilliam at 843-249-3414 Ext. 7103 for complete details.

We would like to ask you for your assistance with something. If you have traded your week that you own at Maritime and have gotten some great exchanges, we would like to know about them. Please drop us a short note letting us know about your exchange with information like what exchange company you belong to, when you traded, where you traded to, how much you liked the resort you traded into, and any other information you would like to share with us. Potential buyers have asked us how Myrtle Beach and or Maritime trades and we would like to show them what some of our owners have done. Please send that information to Defender Realty, Inc., PO Box 1429, N. Myrtle Beach, SC, 29598. Thank you in advance for your assistance.

Finally, we receive calls each week from owners asking if they should pay someone money up front to list their timeshare week. They tell us over and over that the people calling are with a well known real estate company with numbers in their name. We tell everyone the same thing, "Don't ever pay anyone up front to list your week!" If you give them your money, you may never hear from them again. Be alert and be aware!!!

Have a great fall and we look forward to seeing you at the resort.

Frank Baker
Defender Realty, Inc.
843-497-6431
fbaker@defenderresorts.com



ELECTION PROCESS

NOMINATIONS: Reference By-Laws, Section 3.4b: Nominees to serve on the Board of Administration must be named on a petition signed by at least five interval owners and submitted to the Chairman of the Election Committee at least thirty-five days before the meeting. The nominee must also submit a document indicating a willingness to serve or sign a statement to this effect on the nominating petition.

QUALIFICATIONS: Reference By-Laws, Section 3.4c: No person shall be eligible for election as a member of the Board of Administration unless she/he is (alone or together with one or more other persons) an interval owner. No person shall be elected as a member of the Board or shall continue to serve as a member of the Board if she/he is more than sixty days' delinquent in his/her financial obligations to the Council of Unit Owners, or has a lien filed against his/her unit/week.

The Elections Committee must have the names and appropriate documentation as outlined above no later than January 2, 2007. It would be helpful to the Elections Committee if potential nominees submit background information with the petition.

See attached Nomination Application Form.



2007 ANNUAL MEETING

JOIN US AT THE MARITIME
FOR THE ANNUAL MEETING
BEING HELD ON
FEBRUARY 17, 2007
AT 1:00 PM.

**INTERESTED IN ATTENDING THE
ANNUAL MEETING?
CALL THE RESORT AT 843-249-3414
FOR DISCOUNTED ROOM RATES!!**

MARITIME BEACH CLUB

2007 Approved Operating Budget

4.7% Increase over 2006

<i>OPERATING REVENUE</i>	<i>Approved Budget</i>	<i>OPERATING EXPENSES</i>	<i>Approved Budget</i>
Current Year Maintenance Fees	\$2,221,759	Total Utility Expense	\$197,500
Maintenance Fees From Prior Years	\$55,383	Total Housekeeping Expense	\$67,310
All Other Revenue	\$214,537	Total Maintenance Expense	\$79,310
Total Operating Revenue	\$2,491,679	Total Administration and General Expense	\$260,650
Less: Bad Debt (Uncollectible Fees)	(\$422,134)	Total Salaries and Wages	\$576,311
Less: Cost of Activities/Merchandise Sales	(\$21,060)	Total Payroll Taxes and Benefits	\$167,913
Less: Reserves for Replacement	(\$410,000)	Total Leases, Contracts and Insurance	\$249,491
Less: Operating Deficit Reduction	(\$40,000)		
Total Deductions From Operating Revenue	(\$893,194)	Total Operating Expenses	\$1,598,485
Net Operating Revenue	\$1,598,485	Total Operating Income	\$0
<i>Unit Type</i>	<i>Per Unit/Week</i>		
Studio or One Bedroom	\$282		
Two Bedroom	\$542		
Penthouse	\$807		

Attention Maritime Beach Club Owners/Guests
Monthly Rentals Are Now Available!

Starting December 2006, The Maritime Beach Club will have a "limited" amount of units available for monthly rentals at very affordable rates.
"Why stay in an ordinary hotel room when you can stay in a spacious condominium"

<u>The Monthly Rental Rates are:</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>
Studio & One Bedroom Units:	\$550	\$550	\$600	\$700
Two Bedroom Units:	\$650	\$650	\$750	\$800

(This is a very limited offer, with limited availability. Some restrictions may apply, no refunds for early departures.)

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Please do not touch housekeeping carts or remove any product from them. This is stealing and fines may be imposed.

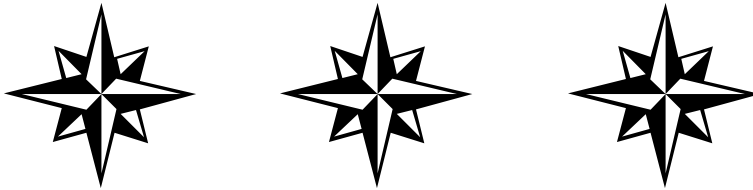
The storage units on the corridor floors are for your use during your vacation. They are not trash bins! Please remove all trash from your units and dispose of properly in marked trash bins on the south end of the building on the ground level . Anyone caught putting trash in storage bins will be fined \$50.00

The unit blenders cannot blend cocktails with cubes from your refrigerator/freezer. Only ice cubes from the grocery will work. Broken blenders used for cocktails will be charged to the Owner.

If you are calling Maritime for information, please keep in mind our busiest days are Saturday and Sunday. We want to provide great service to you but may have difficulty doing so when we are checking people in and out on those days. In order to receive great telephone service, call us anytime Monday through Friday.

Please observe the rules and regulations at Maritime. A Useful Information booklet is located in your unit. Please read the information provided to you when you check in to insure that you and your guests understand these important rules.

Sincerely,
Bruce Bosche, General Manager



If you are planning a Fall/Winter Getaway you can save a lot of money with our "Owner Rental Discount Program"

During the weeks 42-53 and 1-12, owners in good standing looking to rent an additional week or just a few nights, will receive 25% off the Daily Rack Rate.

For example, if you were looking for a Thanksgiving Getaway, you can rent a studio or one-bedroom unit for as low as \$59.00 per night.

That's a savings of \$20.00 per night.

Availability is very limited and is sure to "sell out" quickly, so call Today!

843-249-3414

**(15% off all other weeks)(Valid for family & friends)
(Some restrictions may apply, not valid with other specials/discounts)**

400 North Ocean Blvd., North Myrtle Beach, SC 29582

2007 INTERVAL CALENDAR

2007	Week	Saturday -Saturday	Sunday - Sunday		
W	1	01/06/07	01/13/07	01/07/07	01/14/07
BLUE	2	01/13/07	01/20/07	01/14/07	01/21/07
	3	01/20/07	01/27/07	01/21/07	01/28/07
	4	01/27/07	02/03/07	01/28/07	02/04/07
WHITE	5	02/03/07	02/10/07	02/04/07	02/11/07
	6	02/10/07	02/17/07	02/11/07	02/18/07
	7	02/17/07	02/24/07	02/18/07	02/25/07
	8	02/24/07	03/03/07	02/25/07	03/04/07
RED	9	03/03/07	03/10/07	03/04/07	03/11/07
	10	03/10/07	03/17/07	03/11/07	03/18/07
	11	03/17/07	03/24/07	03/18/07	03/25/07
	12	03/24/07	03/31/07	03/25/07	04/01/07
	13	03/31/07	04/07/07	04/01/07	04/08/07
	14	04/07/07	04/14/07	04/08/07	04/15/07
	15	04/14/07	04/21/07	04/15/07	04/22/07
	16	04/21/07	04/28/07	04/22/07	04/29/07
	17	04/28/07	05/05/07	04/29/07	05/06/07
	18	05/05/07	05/12/07	05/06/07	05/13/07
	19	05/12/07	05/19/07	05/13/07	05/20/07
	20	05/19/07	05/26/07	05/20/07	05/27/07
	21	05/26/07	06/02/07	05/27/07	06/03/07
	22	06/02/07	06/09/07	06/03/07	06/10/07
	23	06/09/07	06/16/07	06/10/07	06/17/07
	24	06/16/07	06/23/07	06/17/07	06/24/07
	25	06/23/07	06/30/07	06/24/07	07/01/07
	26	06/30/07	07/07/07	07/01/07	07/08/07
	27	07/07/07	07/14/07	07/08/07	07/15/07
	28	07/14/07	07/21/07	07/15/07	07/22/07
	29	07/21/07	07/28/07	07/22/07	07/29/07
	30	07/28/07	08/04/07	07/29/07	08/05/07
	31	08/04/07	08/11/07	08/05/07	08/12/07
	32	08/11/07	08/18/07	08/12/07	08/19/07
33	08/18/07	08/25/07	08/19/07	08/26/07	
34	08/25/07	09/01/07	08/26/07	09/02/07	
35	09/01/07	09/08/07	09/02/07	09/09/07	
36	09/08/07	09/15/07	09/09/07	09/16/07	
37	09/15/07	09/22/07	09/16/07	09/23/07	
38	09/22/07	09/29/07	09/23/07	09/30/07	
39	09/29/07	10/06/07	09/30/07	10/07/07	
40	10/06/07	10/13/07	10/07/07	10/14/07	
41	10/13/07	10/20/07	10/14/07	10/21/07	
42	10/20/07	10/27/07	10/21/07	10/28/07	
43	10/27/07	11/03/07	10/28/07	11/04/07	
44	11/03/07	11/10/07	11/04/07	11/11/07	
W	45	11/10/07	11/17/07	11/11/07	11/18/07
	46	11/17/07	11/24/07	11/18/07	11/25/07
R	47	11/24/07	12/01/07	11/25/07	12/02/07
	48	12/01/07	12/08/07	12/02/07	12/09/07
W	49	12/08/07	12/15/07	12/09/07	12/16/07
	50	12/15/07	12/22/07	12/16/07	12/23/07
B	51	12/22/07	12/29/07	12/23/07	12/30/07
	52	12/29/07	01/05/08	12/30/07	01/06/08