

# WINDY NEWS

*A Newsletter for the Homeowners of Windy Shores II MOA*



Inside  
this  
Issue:

<i>Notice of Annual Meeting</i>	1
<i>President's Message</i>	2
<i>2011 Approved Operating Budget</i>	3
<i>Defender Realty's Resale Corner</i>	4
<i>2011 Interval Calendar</i>	4
<i>General Manager's Corner</i>	5
<i>Service to Your Association</i>	5
<i>Owner Services Information</i>	6
<i>ARDA/ROC Information</i>	6

October 07, 2010

NOTICE OF ANNUAL MEETING  
WINDY SHORES II ASSOCIATION OF  
MULTIPLE OWNERS, INC.  
NOVEMBER 06, 2010 AT 11:00AM

Dear Homeowner:

Please be advised that the Annual Meeting of Windy Shores II Association of Multiple Owners, Inc. will be held on Saturday, November 06, 2010, at The Maritime Beach Club, 400 N. Ocean Blvd., North Myrtle Beach, South Carolina. The meeting will convene at 11:00AM, prevailing local time.

Enclosed you will find a self-addressed business reply proxy. Please fill out this proxy, sign it then 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, November 05, 2010. Don't let this deadline slip up on you, why not do it today? **If you attend the meeting, your proxy will be rescinded and you may cast your vote in person.** We would rather have you attend, but either way, please return the proxy immediately.

The purpose of the meeting will be to elect members to the Board of Directors, and transact any other business that may come before the meeting.

Please participate.

Sincerely,

*Mark Westbrook*  
President/COO





## President's Message

The 2011 budget, that we have just adopted, will be very challenging in that we have attempted to hold the Annual Maintenance Fees the same for 3 years in a row while a number of basic costs, such as electricity, water, telephones, taxes and housekeeping have increased. The regular operating portion of the Annual Maintenance Fee for 2011 will be the same as 2010; however, the insurance assessment went up by \$6 per unit week. The increase in insurance was too great for us to absorb. The total Annual Maintenance Fee for 2011 will increase from \$659 to \$665, which is less than a 1% increase. We will continue to strive to be good stewards of the use of your money and find savings everywhere we can without sacrificing our standards of quality.

You can help keep wasteful costs down by not leaving the sliding doors open while the heat, and especially the air conditioning, is on. In addition to wasting energy, the condensation created by having the doors open causes water damage and the potential for mildew issues. We want you to be comfortable while enjoying your vacation condominium but a major expense is electricity, so do what ever you can to help.

In order to provide better maintenance, we ask you to call in your maintenance requests to 864-280-0598 rather than attempting to tell the maintenance personnel at Windy Shores II. This will provide a convenient way to communicate your request for service and enables management and the Board to track any and all issues. Emergency situations should always be reported immediately and the critical nature identified when you call.

**LATE ARRIVALS:** If you discover that you will be arriving after 6:00 PM you must call 864-280-0598 to get the combination to the lockbox at Windy Shores II where your check-in package will be placed. The lockbox is located just outside the maintenance shop in the parking garage.

A number of improvements around the pool area have been completed. New pavers have been installed next to the existing pool deck; which has enlarged the useable surface to the south flower bed. This has made room for new pool furniture consisting of 24 deck chairs, a number of small patio tables and 4 sets of tables and chairs. New plants and flower beds have been added to improve the landscaping. We have enjoyed the new fresh look and we know you will too.

The wrought iron balcony furniture that was causing a continual rusting problem has been replaced.

One of the goals of the Board of Directors and Defender Management is to receive high ratings from the RCI reports that you fill out after your stay. **We strive for 5's.** The high ratings will help your trading power. Since this is your home away from home, if you see a piece of paper, can, bottle or other trash that the wind blew in or someone left behind, everyone would appreciate it if you placed it in a trash can, since we do not have twenty-four hour maintenance.

The economic times are difficult for most of us, but we can get through this if we work together. Again, the Board and Management strive to keep your dues as low as possible even when costs continue to rise.

Ken Nichols, President  
Windy Shores II



**WINDY SHORES II MOA  
2011 APPROVED BUDGET**

	<i>Total 2011 Budget</i>	<i>By Unit 2011 Budget</i>
<b>Operating Revenue</b>		
Maintenance Fee Billing	\$ 532,597	\$ 580
Allowance for Uncollectable Fees	\$ (97,692)	\$ (106)
Maintenance Fees - Prior	\$ 4,000	\$ 4
Insurance Assessment	\$ 77,980	\$ 85
Interest and Late Charges	\$ 5,500	\$ 6
Rental Commission/HOA Rentals	\$ 1,000	\$ 1
Sale of Weeks	\$ 1,900	\$ 2
Flex Fees	\$ 250	\$ 0
Bank Interest	\$ 200	\$ 0
Miscellaneous	\$ 100	\$ 0
<b>Gross Operating Revenue</b>	<b>\$ 525,835</b>	<b>\$ 573</b>
Transfer Funding to Reserve	\$ 72,500	\$ 79
Deficit Reduction (Operating)	\$ 5,000	\$ 5
<b>Total Deductions from Gross</b>	<b>\$ 77,500</b>	<b>\$ 84</b>
<b>Net Operating Revenue</b>	<b>\$ 448,335</b>	<b>\$ 488</b>
<b>Utility Expense</b>		
Electricity - Units	\$ 24,000	\$ 26
Telephone	\$ 7,350	\$ 8
<b>Total Utility Expense</b>	<b>\$ 31,350</b>	<b>\$ 34</b>
<b>Housekeeping Expense</b>		
Cleaning Supplies	\$ 1,000	\$ 1
Guest Supplies	\$ 4,000	\$ 4
Contract Laundry	\$ 14,500	\$ 16
Deep Cleaning	\$ 3,135	\$ 3
Contract Housekeeping	\$ 38,000	\$ 41
Room Purchases	\$ 4,000	\$ 4
<b>Total Housekeeping Expense</b>	<b>\$ 64,635</b>	<b>\$ 70</b>
<b>Maintenance Expenses</b>		
Maintenance Interiors	\$ 13,000	\$ 14
Uniforms	\$ 250	\$ 0
Tools and Equipment	\$ 500	\$ 1
Repairs to Equipment	\$ 100	\$ 0
Water Leak Repairs	\$ 500	\$ 1
<b>Total Maintenance Expenses</b>	<b>\$ 14,350</b>	<b>\$ 16</b>
<b>Administration and General Expenses</b>		
Management Fees	\$ 38,777	\$ 42
Accounting	\$ 4,896	\$ 5
Data Processing	\$ 2,040	\$ 2
Audit	\$ 2,500	\$ 3
Board of Directors Expense	\$ 3,200	\$ 3
Newsletter	\$ 700	\$ 1
Postage	\$ 1,200	\$ 1
Bank Charges	\$ 200	\$ 0

	<i>Total 2011 Budget</i>	<i>By Unit 2011 Budget</i>
<b>Administrative &amp; General (continued)</b>		
Office Supplies	\$ 300	\$ 0
Administration Services - Maritime	\$ 38,772	\$ 42
Lockbox Charges	\$ 550	\$ 1
Space Rental to HOA	\$ 480	\$ 1
Mileage	\$ 360	\$ 0
Taxes and Licenses	\$ 50	\$ 0
Dues and Subscriptions (ARDA)	\$ 150	\$ 0
Miscellaneous	\$ 1,100	\$ 1
Homeowners Meeting	\$ 600	\$ 1
Legal Fees	\$ 500	\$ 1
Printing	\$ 1,900	\$ 2
<b>Total Administrative and General</b>	<b>\$ 98,275</b>	<b>\$ 107</b>
<b>Salaries and Wages</b>		
Salaries - Maintenance	\$ 16,978	\$ 18
Salaries - Housekeeping Inspector	\$ 5,886	\$ 6
Employee and Resort Incentives	\$ 300	\$ 0
<b>Total Salaries and Wages</b>	<b>\$ 23,164</b>	<b>\$ 25</b>
<b>Payroll Taxes and Benefits</b>		
Payroll Taxes	\$ 2,229	\$ 2
Workmans Compensation Insurance	\$ 1,033	\$ 1
Employee Group Insurance	\$ 2,791	\$ 3
Human Resources and Processing	\$ 1,143	\$ 1
<b>Total Payroll Taxes and Benefits</b>	<b>\$ 7,196</b>	<b>\$ 8</b>
<b>Leases and Contracts</b>		
Master Association Dues	\$ 94,862	\$ 103
Master Association Insurance	\$ 65,504	\$ 71
Income Taxes	\$ 200	\$ 0
Property Taxes	\$ 38,389	\$ 42
Insurance (Interior)	\$ 10,410	\$ 11
<b>Total Leases and Contracts</b>	<b>\$ 209,365</b>	<b>\$ 228</b>
<b>Total Operating Expense</b>	<b>\$ 448,335</b>	<b>\$ 488</b>
<b>Net Operating Income</b>	<b>\$ -</b>	<b>\$ -</b>

<b>Maintenance Fee Assessment</b>	<b>\$ 580</b>
<b>Insurance Fee Assessment</b>	<b>\$ 85</b>
<b>Total 2011 Fees</b>	<b>\$ 665</b>

**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, 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. 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...We have clients that are interested in purchasing certain summer weeks at Windy Shores II. If you are not using your week, need the cash and have thought about selling, contact Russ Swegan at **(843) 249-3414 Ext. 7103** for complete details on this or the New Referral Program or the revised Defender Flex® Program.

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



2011 INTERVAL CALENDAR

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



### *General Manager's Corner*

Greetings from your Windy Shores II Staff,

Your staff has been very busy for the last few months with many owners and guests coming to enjoy their vacation at Windy Shores II . Many projects were completed including new extension to the pool deck with decorative pavers and painting of existing deck to allow for more seating on the pool deck. We have also added new loungers, small tables and table and chair sets along with some patio palms to give the pool area a brand new look.

Your Board of Directors held a budget meeting to plan for 2011 expenditures including more improvements to the property. They continued discussion on building repairs that need to be completed in the future. We have completed many projects including:

- Cleaning of dryer vents
- Cleaning and deodorizing of corridor carpeting on all floors
- Clean up under building to get rid of construction debris
- Obtained bids to repair drainage in overflow Parking
- Preventative maintenance has been preformed in all units and plans made for winter maintenance
- Worked on sprinkler head replacements
- Room inspections
- Training programs

Inside Guest rooms:

- Replacements of appliances as needed including an air conditioning unit, hot water tank, washer and dryer unit and 3 refrigerators
- House wares Inventories have been done and replacement is on-going with two new kitchen packages purchased to have back up for replacements
- Made several plumbing repairs
- Vacant room projects

Please make sure you fill out your comment card when you come down, so we can continue to work toward delivering your best vacation experience.

Hope to see you soon,  
Becky Moody, General Manager

### **SERVICE TO YOUR ASSOCIATION**

Windy Shores II Board of Directors request owners who are interested in providing service to the Association, on the Board of Directors or Committees, to advise the Board of their interest by providing their name, unit and week owned, and a brief statement of their goals for the Association for review by the Board.

A Nomination Application may be found on the Windy Shores II Website or you may direct your information to:

Windy Shores II Board of Directors  
C/O Defender Resorts, Inc.  
PO Box 3849  
Myrtle Beach , SC 29578



## Important Information from Owner Services



### 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.

You may have an attorney prepare the deed or record the deed yourself, but 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 or their website at [www.horrycounty.org](http://www.horrycounty.org).

### If You Have Moved:

Please make sure that we have your new information for the Homeowners' Association database, so you continue to receive mailings. Remember, it is your responsibility to notify us by the end of the year if you have not received a bill for the next year's maintenance fee. You may contact your resort and they can record your new address or there is a place on the main page at [www.defenderresorts.com](http://www.defenderresorts.com) to "Email Us".



### RCI

We receive many calls from owners regarding RCI banking or points. RCI is a separate organization that you may join as a timeshare owner. You may visit their website at [www.rci.com](http://www.rci.com) or you may contact a Weeks Assistant at 800-338-7777 or a Points Assistant at 877-968-7476. Please do not call Defender Resorts for information on your membership with any exchange company.

**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 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, both in 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.