

June 2010

N. Myrtle Beach, SC

Windy News

A Newsletter for the Owners of Windy Shores II MOA



See you at the beach!

President's Message

The year 2009 was a very successful year in that many major projects were completed. The units look great inside with the new furniture and flooring while the ocean side of the building with the new balconies looks terrific.

The finances are a little different story. Windy Shores II is struggling a little as our ownership base begins to decline, which leaves fewer people paying the bills. Your Board and Management is proactive with future income and expense projections to avoid critical circumstances from surprising us and have developed a theme of "expect the unexpected" while planning for the future. Of course, good customer service is a given; and a close second to it is the upkeep of the investment that you have made to insure your future moments at the beach while enjoying that ever fleeting time with family and friends.

We will continue to complete the projects we have started, but over the next couple of years, our projects will be significantly limited due to cost reductions while maintaining safety and integrity of our property. This will help rebuild the reserves which have been significantly depleted. Spending restrictions are in place and resources are being managed very carefully. Your Association and Management continue to look for cost savings with out sacrificing quality, and you can do your part by using energy conservation measures that you would use at home.

As many of you have witnessed, economic hard times can also produce opportunities. Now is the best time to take advantage of the current market and pick up that additional week(s) that you have been putting off at the lowest prices I've seen. We simply want to keep our owner base strong, so these special bargains are now available to your friends and family. Windy Shores II Association has taken title to a limited number of pre-owned, distressed weeks and even you can make a little money by referring employed prospects (and even more if they purchase). Be sure to look for details from Defender Realty in this newsletter.

Defender Resorts has appointed a new General Manager, Becky Moody, to oversee Windy Shores II. Becky has many years in this industry and extensive experience providing valuable skills that will help our Association provide quality service while keeping costs in line. We look forward to Defender's new management team of seasoned veterans as they usher us into the future years of quality vacations at affordable prices.

Ken Nichols,
Board President



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MARK YOUR CALENDAR!

Annual Meeting

Saturday November 6, 2010

11:00 am

Maritime Resort

400 N. Ocean Blvd.

N. Myrtle Beach, SC

**Windy Shores II
Board of Directors**



You may contact any Board member via email at info@defenderresorts.com, or by mail at Defender Resorts, P.O. Box 3849, Myrtle Beach, SC 29578.

Owner Services Information

We understand there are some challenges a few of you may have due to the current economic conditions. Should you be having difficulty paying this year's Maintenance Fees, please contact our Accounting Office at 843-449-1354 ext. 238. We will be more than happy to work with you, if you call us as soon as possible.

DEFENDER REALTY'S RESALE CORNER...

To maximize the best and most usage out of your ownership, you should look at the **RCI Points Program**. It is a global points based vacation exchange system that gives you an immense range of planning choices. You can decide **where** and **when** to travel, **how long** to stay and **how often** to take a trip. It is the ultimate in vacation flexibility and allows its members to use their vacation ownership for more than just accommodations. Vacation the week or days you want in the size unit that you want, and save the rest of your points for other travel benefits. With points you vacation when, where and in what size unit you prefer allowing your ownership to truly meet your vacations needs.

As more owners convert their week to points, weeks owners may find a reduction in inventory and therefore find it harder to get the vacation they want. We are offering a special opportunity to convert your week to points at a rock bottom discounted price. The regular price to convert your week to points is \$2,195, but for the next 30 days, we are offering this special at only **\$1,595**. Don't miss this opportunity; call George Osborne today at **(843) 249-3414 Ext. 7123** for complete details.

Note...We have a week **41** in **October** in a **three** bedroom for only **\$2995**. First come, first serve. Winter is over, spring has sprung and we are looking forward to summer. We have some 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 Sweagan at **(843) 249-3414 Ext. 7103**.

We hope you have a great summer, and if we can be of any assistance, please do not hesitate to contact us.

Frank Baker

Defender Realty, Inc.

(843) 497-6431

fbaker@defenderresorts.com



General Manager's Corner

Greetings from your Windy Shores II staff,

Let me start by introducing myself; I'm Becky Moody, your new General Manager, and I've been here since the first of January. I have an extensive background in Hospitality Management and have worked with time-share and Association Management for the past 24 years. I look forward to meeting all of you when you come for your vacation.

Your staff has spent the spring completing projects to prepare Windy Shores II for the busy summer season. Jon Beardmore and Anthony Martinez-Santiago, your on site staff, have been busy doing room inventories and repairs in units and throughout the building. Jon has concentrated on Fire and DHEC inspections and completing the pool deck extension. Painting of pool deck area is also in the works to upgrade this area and make it more inviting. Landscaping projects are planned for this summer. Anthony will continue to focus on room inspections and housekeeping issues.

Your Board of Directors held a meeting this year to work on improvements to the property including: extension to the pool deck with pavers, adding new pool furniture and general maintenance items that have to be completed. They discussed some building repairs that need to be completed in the future and worked on clarification of the Rules and Regulations and better communication (by adding better signage).

We have completed many projects including:

- New signs by elevators
- Survey of property
- Addition to pool deck
- Clean up of the overflow parking lot
- Installation of new flower bed around the sign on the street side of building
- New commercial grade Grosfillex balcony furniture has been placed on unit balconies
- Training programs



Inside Guest rooms:

- House wares Inventories have been done and replacement is ongoing
- Room inspections
- Repaired ceilings in several units
- Removed gypcrete flooring in kitchens and baths and installed new subfloor and laminate
- Vacant room projects
- Preventative maintenance has been preformed in all units

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



CASH FOR REFERRALS!!



DEFENDER RESORTS OWNERS...

WE NEED REFERRAL NAMES!!

IF YOUR REFERRAL TOURS WITH US THIS YEAR, YOU WILL RECEIVE \$75 CASH.

IF YOUR REFERRAL PURCHASES A WEEK IN THE AMOUNT OF \$3500 OR MORE, YOU WILL RECEIVE AN ADDITIONAL \$150 CASH.

DON'T MISS OUT ON THIS OPPORTUNITY TO RECEIVE EXTRA CASH; HELP YOUR FRIENDS AND YOUR ASSOCIATION.

FILL OUT THE REFERRAL SHEET IN THE REFERRAL BOOKLET ON THE COUNTER OR CALL DEFENDER REALTY AT (843) 497-6431 WITH THOSE NAMES.

**WINDY SHORES II
DEFENDER RESORTS
PO BOX 3849
MYRTLE BEACH, SC 29578**

NEWSLETTER

Professionally managed by:

Defender Resorts