

BELAIR BEACH NEWS

2012-2013

Maintenance fees

Options and Explanations

see page 2

November 1, 2012

Visit our web-site www.belairbeach.com

How To Contact Us

| | | |
|---------------|-------------------------------------|----------------|
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News and Improvements at Belair

Something is always happening at the Belair! We are continuously upgrading, maintaining, replacing, etc.

Please remember when dialing St. Maarten, the new area code is 1-721 plus the 7 digit local number. The old 599 area code for phone calls is obsolete and will not work.

We have just finished installing our new Airconditioning Chiller Plant. Our old one has been acting up and needed to be replaced. We will keep the old one as a back up.

We have replaced the stove tops on the First Floor with glass cook tops. They are beautiful. We will continue to install new glass stove tops on the other floors each year.

We are continuing to replace the ceilings in the hallway covering the evaporators (room air conditioning). This is an ongoing project until all ceilings in the hallway are replaced. We are also replacing the evaporators in the units.

More apartments have been retiled. Tiles in the apartments and on the porches need to be replaced due to normal wear and tear.

We had to replace the Hurricane Screening in some of the units.

All units now have Flat Screen TVs in the living room. We have replaced the small TVs in the bedroom with the

ones from the living room. We also upgraded our satellite TV service. More channels are now available to you. The listing of the channels are in the in - house book in your apartment.

Jim & Jody Rosen have retired from the Sales Team. We will all miss them and wish them the best.

Our new Sales Team is headed up by Judy Besta. She has been on the island for 20 years & knows it well. Watch for her weekly Surprise Specials such as Sunset Sails on Random Wind, beach picnics and wine tastings.

★★★★★★★★★★★★★★★★★★
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Wishing you all the best for a Healthy, Happy New Year!
Belair Management

\$-a-Day Program Continues

Thanks to our timeshare owners and guests for their continued support of the \$-a-Day program. Some of the areas where the funds have gone::

- AWG Foundation
- Charles Leopold School
- Cole Bay Youth Found
- Love of Kids Foundation
- Ruby Labega School
- Sr. Borgia School
- St. Joseph's School
- St. Maarten Legislation
- Sundial School
- And many more.....

About The 2013 Maintenance Fees

2013 Projected Budget

As you can see in the accompanying maintenance statement the **2013 annual maintenance is \$1,017** per week.

The following budget is based upon 2012 actual expenses and reasonable projections for 2013:

| | |
|--------------------------------|-------------|
| Labor - includes all benefits | \$1,248,800 |
| Utilities | \$888,000 |
| Supplies & replacements | \$408,600 |
| Linens, towels, laundry | \$253,300 |
| Cable TV | \$20,600 |
| G&A | \$230,000 |
| Licenses, permits & computer | \$22,400 |
| Insurance & related expense | \$305,500 |
| Miscellaneous | \$56,800 |
| Promotion incl. Monday party | \$65,600 |
| Reserve for major replacements | \$360,000 |

Total \$3,859,600

Cost of running and maintaining the Belair have risen over \$300,000 from the previous year. Even though we projected a reasonable increase in utilities for 2012, the increase was higher than we anticipated. Our utility company, GEBE, which is Government owned, has the highest rates in the Caribbean. Other islands give a discount to large users of power, such as ourselves. However, GEBE offers us no such discount. We are actually billed at a higher rate than individual consumers of electricity! We have checked all options to replace our Government owned Utility company but there are none. We considered running our generator, but with the cost of fuel, wear and tear, etc. the difference is negligible. In any event, we would need Government permission to run our own generator. IF we did get permission from GEBE, they would remove their meter. If we then had a problem with the generator, we would have **no power**. This would necessitate us buying a backup generator. We hired a company to come in and do an electrical survey. Since the building is over 30 years old things wear out. We've had an Electrical Engineering company on the property for several months and they have changed, replaced, rebalanced, etc. the various components in the electrical system. They will continue until the entire system is operating as efficiently as possible. It has to be done slowly to make sure that nothing is disrupted. As with the rest of the world, the cost of fuel has gone up dramatically. This results in drastically increased costs. Since nothing is grown or manufactured here, higher shipping prices results in higher prices for everything we must buy.

Maintenance Fee Payment Option

Avoid late penalties by paying your maintenance fee on time or use the option below:

If you need to extend your maintenance fee payments we are continuing to offer the following alternatives to paying in full on or before January 1st 2013.

We will allow you to break the payment up into a maximum of 6 payments without being charged the 5% per month late fee.

Just take your bill and divide it into 2, 3, 4, 5, or 6 payments. **Then add \$10 per month to cover the cost of processing.**

Every effort is made to balance the need for economy with meeting quality expectations. Belair's maintenance fees continue to be among the most reasonable on the island and is the only resort that has daily maid service, with no need for special assessments. We appreciate your recognition of the costs associated with operating on a small Caribbean Island, which nonetheless retains its value as a vacation destination.

Belair Management

SEND YOUR EMAIL ADDRESSES!

In order to save money on mailing we are trying to build an email file. We are requesting that you send us your email address to emailme@belairbeach.com. No email? Please write us so we know to continue to mail to you. This email address is NOT for any other inquiries. Use the email address at the front of this Newsletter for any other inquiries.

www.timesharestmaarten.com

REMINDER!

The St. Maarten Timeshare Association, SMTA, has a website with several forums to share thoughts on St. Maarten. There is also a photo contest with great prizes. Entries must be in by 1/31/13

The Prizes are:

1st Place—2 Round Trip Tickets good thru 1/31/14

2nd Place—Free Week at a Participating Resort

3rd Place—\$150 Dining Credit at your favorite restaurant