

Visit our web-site www.belairbeach.com

By fax: 1 721 542-6017

Call 1 800 919-1168 or
e-mail:
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About The 2014 Maintenance Fees

2014 Projected Budget

As you can see in the accompanying maintenance statement the **2014 annual maintenance is \$1,062** per week.

The following budget is based upon 2013 actual expenses and reasonable projections for 2014:

Labor - includes all benefits	\$1,341,300
Utilities	\$778,000
Supplies & replacements	\$487,700
Linens, towels, laundry	\$293,600
Cable TV	\$25,400
G&A	\$239,500
Licenses, permits & computer	\$25,100
Insurance & related expense	\$299,500
Miscellaneous	\$63,600
Promotion incl. Monday party	\$73,700
Reserve for major replacements	\$403,000
Total	\$4,030,400

As you can see from the budget for next year some costs have gone down and some have gone up. We will be negotiating a new union contract next year and we have to anticipate an increase. The building keeps getting older and we must make a contingency for maintenance, replacement and repairs.

We are the only resort with daily maid service and we don't charge energy surcharges upon check out as some resorts do. Belair's maintenance fees continue to be among the most reasonable on the island.

We appreciate your assistance in keeping down the costs when you are here. Every little bit helps!

Belair Management

RCI AWARDS BELAIR GOLD CROWN

RCI members have now discovered the secret that we all share—the essence of Belair—your home away from home. We are pleased to announce that RCI has awarded us their top honor—GOLD CROWN. We have decided for the benefit of all to turn it down and continue with Silver Crown. The important thing is your RCI trading power has gone up based on the scores, not the award.

Maintenance Fee Payment Option

Avoid late penalties by paying your maintenance fee on time or use the option below: **the cost of processing.**

For example:

If your total fee is \$1,062 and you pay in three installments, your payment is \$354.00 plus \$10 per month service (\$364.00 total) beginning Jan. 1.

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 2014.

We will allow you to break the payment up into a maximum of 6 installments 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 payment to cover**

The first payment must be received by January 1st, and you must send the appropriate monthly payment each month until your maintenance bill is paid in full in order to be exempted from paying the 5% per month late fee. This will entitle you to use your time here, or to bank it with RCI.

Send Your Email Addresses!

- Last year we requested that you email us at emailme@belairbeach.com in order for us to build a file. We would then be able to send out information in a more timely fashion. Unfortunately the majority of owners have not responded.
- So, we are requesting again that you please send us your email address if you have not done so already. Thank you for your cooperation.

www.timesharestmaarten.com

Don't forget—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. The winner from the last contest was here on their 35th Wedding Anniversary with their family! We know they will be back because they won 2 Round Trip Tickets to St. Maarten.