November 8, 2013

Visit our web-site www.belairbeach.com

Maintenance fees

Options and **Explanations**

> see page 2

How To Contact Us

By e-mail:

admin@belairbeach.com reservations@belairbeach.com

By telephone:

1 721 542-3366

By fax:

1 721 542-6017

News and Improvements at Belair

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

We have placed an order for new couches and sofa beds for the Beachlevel Apartments. The furniture should be here soon. As we do with all our projects, we will replace one floor each year.

We have replaced the stove tops with glass cook tops on the 4th floor. Two floors are now complete and next year we will do another floor.

We continue to replace the TVs in the bedroom with flat screens as needed.

We are continuing to replace the hallway ceilings covering the evaporators

(room air conditioning) as well as the evaporators themselves. This is an ongoing project.

We have rewired much of the building which has helped some with electricity costs. GEBE, the Government utility company, tinues to raise the surcharges every month. We ask everyone to please be cost conscious and help conserve by turning off all lights and raising the thermostats of the air conditioning when you leave your apartment. Water is very costly as well. Please make sure that there are no dripping faucets, etc. If your unit has any, please call the Front Desk (0) to Laundry is report it. expensive. We replace towels as needed.

you can reuse your towel, please hang it up. If you want them replaced, leave the A towels on the floor.

We have a new Water- ************ sports company, Adventure Dive Center. They have new jet * skis. paddle boats. floats, etc.

St.Maarten **Update**

++++++++++++++

across the lagoon that * wholesale and will connect the Air- & charter rates. Many port Road with Cole * of our owners report Bay and should relieve 🕏 great savings and a traffic to and from the *first rate service. Airport and Simpson Bay. It is scheduled to be open mid December.

wishing you a wonderful holiday season

All the staff
Relair

join in

SGS **Travelscope**

After 20 years of servicing our owners, we are happy to still recommend SGS. When the super saver fares are not available, SGS A bridge is being built * has access to both

> Call 1 800 919-1168 or e-mail: eheller@sgstravelscope.c

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:

t h e procure pr

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 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.

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.