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Board Approves New Reservation Policy

The Ocean Club's Board of Trustees approved a new Reservation Policy at its September 2007 Board Meeting. The new policy goes into effect with the booking of your 2009 week(s), i.e. for units reserved in 2008 for 2009 usage.

The primary features of the new Reservation Policy are:

Reservations will continue to be booked one year in advance, i.e.. on the first day of Week 15 in 2008, we will commence booking reservations for Week 15 in 2009.

To help eliminate errors, misunderstandings or miscommunications, all requests must be received in writing.

Reservation assignments will begin at 11:30 a.m. Reservation requests can be received by fax, mail or e-mail no earlier than the preceding Monday, i.e. four days prior to the day that

bookings commence.

Owners will be permitted to come in person to reserve their week.

A random drawing of requests received by fax, mail or e-mail will alternate with a random drawing of requests of those owners present in person, on site, until all available rooms have been assigned.

The random drawing will start with those owners present. Owners present on site are not allowed to submit requests by mail, fax or e-mail.

There are three basic differences between the new Reservation Policy and the previous policy. First, we will begin booking reservations at 11:30 a.m. rather than 9:30 a.m. This will allow owners and guests from the previous week to check out and depart without disruption.

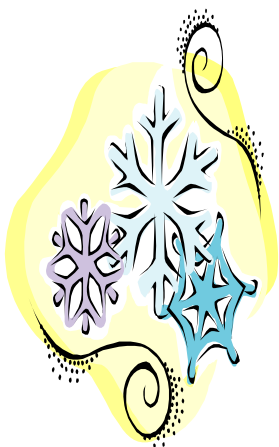
The second difference relates to owners arriving in

person to reserve. The reservation requests of those owners present on site will be drawn randomly and reserved in the order in which they are drawn. No longer will the owner arriving first necessarily be the first reservation reserved.

Finally, those owners present, on site, will no longer be allowed also to submit their requests by fax, mail or e-mail.

The Board approved this policy after receiving numerous complaints on the inequity of the previous policy from Ocean Club owners and after considering several alternatives. The new Reservation Policy has been applied on a limited basis (Week 25 only) for the past three years and has been well received by those owners.

If you have any questions on the Reservation Policy, please contact The Ocean Club.



Highlights From the 2008 Annual Meeting

Our Annual Meeting took place this past January 8th in Hyannis, MA. Twenty-three owners were in attendance along with the Board of Directors, members of the SPM Management Team and the President of Palmetto Marketing.

Chairman Mark Fishbon announced that Trustee Paul Bogosian was not seeking re-election to the Board due to health issues. Mr. Bogosian has been an invaluable member of the Board since the early 1990's and in recognition of his many contributions, has been appointed as Trustee Emeritus. In this capacity, he will continue to serve as a non-voting member of the Board of Trustees and future Boards will continue to have access to his experience and wisdom. Thank you Paul for your dedication to The Ocean Club!

Three positions on the Board of Trustees were up for election. Mark Fishbon and Robert Kayer, both incumbents, were re-elected to the Board. Kathleen Kittredge was elected and has the distinction of being the first woman elected to the Board of Trustees.

General Manager, Steve Buckley

highlighted the 2007 resort accomplishments as well as the 2008 scheduled Reserve Projects. Of special note, was Phase I of the exterior masonry/vinyl residing. This project is now underway in preparation of the planned 2009 start of room refurbishments.

SPM's Regional Vice President, Fred Eberman, updated the owners on the present financial position of The Ocean Club. Mr. Eberman reported that the Association was in a very favorable financial position and that management was forecasting a 2007 year-end Operating Fund Balance of almost \$80,000 and a year-end Reserve Fund Balance in excess of \$208,000.

Owners expressed interest in planned unit refurbishment, offering several suggestions, and inquired whether a special assessment would be needed to fund the refurbishment. Mr. Eberman stated that the Board of Directors had not taken any decision at this time, but that a special assessment was a possibility.

Paul Goodrich, President of Palmetto Marketing, reported that forty-four Ocean Club intervals had been sold in

2007 at an average sales price of \$5,818. He noted that thirteen sales were of Association-owned intervals and that the remaining thirty-one sales were re-sales of private owner intervals.

Door prizes were awarded to several owners by SPM Resorts, Palmetto Marketing and The Ocean Club.

- Vivian Roe was the grand prize-winner of \$1,000 awarded jointly by SPM Resorts and The Ocean Club.

- George LaBombard was the winner of a one-week stay and two round trip airfares to Orlando, awarded by SPM Resorts.

- Herman Dahl was awarded a one-week stay and two round trip airfares to St. Thomas, awarded by SPM Resorts.

- James Smith won one year's maintenance fees from SPM Resorts and Robert Brown and Kathleen Kittredge were the winners of one year's maintenance fees, compliments of Palmetto Marketing.

Recent Accomplishments

Mr. Buckley reported that clean up from the April and November Nor'easter storms were completed.

Ambrose Homes has completed the replacement of the vinyl siding to the resort around the parking lot area. They also completed the brick work removal and vinyl siding replacement to the building side facing the Riviera property. Brickwork over the

lobby entrance, around units 1-3 and 41-36, as well as over the middle entrance has been completed.

Owners had expressed the need for recycling containers; so recycling containers were purchased and have been placed in the Activities Department and on the second floor by the vending machines. Staff will dispose of the recycling material.

All Department heads and team members have begun the January deep-cleaning of the property. They have also prepared the 2008 Operations and Reserve Budgets and have been setting up for eleven reserve projects to be completed during January and February.

General Manager's Corner—Steve Buckley

The Ocean Club Lot.....It has happened. The "lot" was sold! After a very long process (most of 2007), we have sold the lot. The Ocean Club has received \$278,897. This sizable amount of money is earning interest for the resort at this time. This is a very exciting time for the resort, as you have never had this large amount of reserve funds.

No Deed?.....Please check your records to determine if you have a deed in your possession. All deeds for The Ocean Club are recorded at the Barnstable Registry of Deeds, Barnstable, MA. If you would like to utilize a free website offered by the Registry of Deeds, please go to [<http://bcrd.co.barnstable.ma.us/>]. When you open to the first page of this site click on Search Public Records and follow the prompts.

Defibrillators are here.....We hope never to need them, but if the need should arise, we are happy to let you know The Ocean Club is ready. Resort staff have been trained by the South Yarmouth Fire and Rescue Department.

"Owners' Rental Specials" Continues During the Getaway time period..... Before you rent somewhere else during weeks 5-12 and 44-52, please call the resort Management Office at The Ocean Club (508) 398-6955. We would like to

have you stay here and not somewhere else. We will continue to offer owners special rental discounts depending on availability. Just ask for Carole, Linda or Steve. We look forward to your visit!

Parking Continues to be a problem.....We have only 63 spaces and need 65. Please don't forget that only one parking space per one-bedroom unit and two per two-bedroom units are allowed during our busy season. This rule must be enforced to ensure all owners a space to park. If you are an owner utilizing the resort amenities just for the day, you may be asked to park off property to allow owners who are using their assigned week at the resort to park on property.

Out of courtesy, please do not smoke inside your unit. Thank you!..... As you all know, there are no non-smoking units at The Ocean Club. We have, however, had some success with our voluntary program of asking our owners and guests to smoke outside in consideration of those who will occupy the unit after them. If upon check-in you have a problem with smoke odor, come to the Office or Front Desk and we will do our best to help remedy the problem.

Pets, Pets, Pets.....I have three dogs of my own, but they are not allowed at The Ocean Club. The Ocean Club does not al-

low pets with the exception of "service animals". Registered guide dogs are the exception and are always welcome at the resort with the appropriate documentation. This means pets are not allowed to be on the property, even if visiting. There seems to be a new trend of pets arriving for day visits or being kept in the car. Sorry, no. We will have to ask that they be removed from the property. If you need a place for them to stay while you are here, we will be happy to give you information on boarding facilities.

Skateboards.....Please, for safety, skateboards are prohibited on the resort property. Because of liability and safety issues, this rule must be strictly enforced. Please see our Activities staff for the nearest location to enjoy skateboarding on the Cape.

The search is on.....We again want to thank all our generous owners for the donation of books and movies, but can we please have more? We are searching for VCR/DVD movies, books, games (they are in big demand) or "bingo prizes". Seriously, we are extremely grateful for your donations as it helps to keep the budget down and enjoyment had by all. Any questions, please email me at sbuckley@spmresorts.com.



We would like to update you on a few of the issues some of our owners experience in selling their timeshare weeks. While this does not include all issues, it will cover a couple of the big ones.

UP FRONT MONEY Some businesses are charging up front fees to sell your week. These fees range from \$300.00 - \$800.00 per week listed. While some of these businesses are legitimate and do sell weeks, many just take your money and run. You need to also be aware that it will probably take two to four years to sell, regardless of any promises of a quick sale.

PAY TO GIVE IT AWAY There are a few

Palmetto Marketing—Sellers Beware!

companies that will take your timeshare in exchange for you paying a fee, ranging from \$1,000.00 - \$3,000.00. In this case, you pay the required fee and then deed your timeshare to them.

While this all sounds good, often times they do not record the deed, thereby leaving you on the hook for the maintenance fees. With your current maintenance fee amount, you would usually **pay less in maintenance fees** if you sold your unit by more traditional means and you would also receive funds from the sale in return. These companies will work hard to convince you your week is worthless and can't be sold. Do not fall for this as many weeks get sold each year.

We encourage you to be aware of these issues in timeshare reselling. Do not fall for promises of quick sales and high selling prices. As often as possible, obtain your resale service from a Broker who only charges a commission once your week is sold. Please keep in mind that Palmetto Marketing, your on-site resale Broker, only charges a commission when your week closes and never charges any up front money. And while it may take a while to sell your week, you still maintain usage of your week while you wait.

For more information, please contact Marilyn Eldridge at (508) 398-6955 (after March 15, 2008).



Board of Trustee Candidate

Two Ocean Club Board of Trustees positions will be up for re-election consideration at the scheduled upcoming Annual Owners Meeting on Tuesday, January 13, 2009.

Owners wishing to be nominated, should request a candidate nomination form by contacting the Resort Office at (508) 398-6955.

The deadline for having eligible owner names included on the ballot is October 1, 2008.

Trustees serve on a volunteer basis, without any compensation, except for established travel expenses as defined in the Resort's Travel and Reimbursement Policy. Trustee candidates must be in good standing with the Resort (current in maintenance fee payments, etc.), be available to attend three business meetings at The Ocean Club Resort per year, as well as participate in teleconference meetings as may be required.

2008 Resort Calendar (Friday to Friday Check-In)

<u>W E E K</u>		<u>2 0 0 8</u>	<u>2 0 0 9</u>
Ocean Club Closed	1	Jan 4 - Jan 11	Jan 2 - Jan 9
	2	Jan 11 - Jan 18	Jan 9 - Jan 16
	3	Jan 18 - Jan 25	Jan 16 - Jan 23
	4	Jan 25 - Feb 1	Jan 23 - Jan 30
Get Away	5	Feb 1 - Feb 8	Jan 30 - Feb 6
	6	Feb 8 - Feb 15	Feb 6 - Feb 13
	7	Feb 15 - Feb 22	Feb 13 - Feb 20
	8	Feb 22 - Feb 29	Feb 20 - Feb 27
	9	Feb 29 - Mar 7	Feb 27 - Mar 6
	10	Mar 7 - Mar 14	Mar 6 - Mar 13
	11	Mar 14 - Mar 21	Mar 13 - Mar 20
	12	Mar 21 - Mar 28	Mar 20 - Mar 27
	13	Mar 28 - Apr 4	Mar 27 - Apr 3
	14	Apr 4 - Apr 11	Apr 3 - Apr 10
	15	Apr 11 - Apr 18	Apr 10 - Apr 17
	16	Apr 18 - Apr 25	Apr 17 - Apr 24
	17	Apr 25 - May 2	Apr 24 - May 1
High	18	May 2 - May 9	May 1 - May 8
	19	May 9 - May 16	May 8 - May 15
	20	May 16 - May 23	May 15 - May 22
	21	May 23 - May 30	May 22 - May 29
	22	May 30 - Jun 6	May 29 - Jun 5
	23	Jun 6 - Jun 13	Jun 5 - Jun 12
	24	Jun 13 - Jun 20	Jun 12 - Jun 19
	25	Jun 20 - Jun 27	Jun 19 - Jun 26
	Prime	26	Jun 27 - Jul 4
27		Jul 4 - Jul 11	Jul 3 - Jul 10
28		Jul 11 - Jul 18	Jul 10 - Jul 17
29		Jul 18 - Jul 25	Jul 17 - Jul 24
30		Jul 25 - Aug 1	Jul 24 - Jul 31
31		Aug 1 - Aug 8	Jul 31 - Aug 7
32		Aug 8 - Aug 15	Aug 7 - Aug 14
33		Aug 15 - Aug 22	Aug 14 - Aug 21
34		Aug 22 - Aug 29	Aug 21 - Aug 28
35		Aug 29 - Sep 5	Aug 28 - Sep 4
High		36	Sep 5 - Sep 12
	37	Sep 12 - Sep 19	Sep 11 - Sep 18
	38	Sep 19 - Sep 26	Sep 18 - Sep 25
	39	Sep 26 - Oct 3	Sep 25 - Oct 2
	40	Oct 3 - Oct 10	Oct 2 - Oct 9
	41	Oct 10 - Oct 17	Oct 9 - Oct 16
	42	Oct 17 - Oct 24	Oct 16 - Oct 23
	43	Oct 24 - Oct 31	Oct 23 - Oct 30
	Get Away	44	Oct 31 - Nov 7
45		Nov 7 - Nov 14	Nov 6 - Nov 13
46		Nov 14 - Nov 21	Nov 13 - Nov 20
47		Nov 21 - Nov 28	Nov 20 - Nov 27
48		Nov 28 - Dec 5	Nov 27 - Dec 4
49		Dec 5 - Dec 12	Dec 4 - Dec 11
50		Dec 12 - Dec 19	Dec 11 - Dec 18
51		Dec 19 - Dec 26	Dec 18 - Dec 25
52		Dec 26 - Jan 02	Dec 25 - Jan 1

Some Cape Cod Fun

February 2008

[Valentine's Day in Cape Cod](#)

Get away from it all with a romantic Valentine's Day curled up together on picturesque Cape Cod.

March 2008

[Spring Break in Cape Cod](#)

Whether you're enjoying Spring Break with your friends, your children, or yourself, Cape Cod offers all of the beachfront fun and sun in New England.

April 2008

[Nantucket Daffodil Festival Weekend in Cape Cod](#)

A bevy of daffodils surround you while you enjoy an antique car parade, picnic, flower show, walking tours, art exhibits, biking, and more.

[Brewster in Bloom in Cape Cod](#)

Brewster in Bloom brings beautiful New England spring weather together with an enormous arts & crafts show, a festive parade, the annual Chowder Fest, and many other special events.

May 2008

[Annual Cape Cod Maritime Days in Cape Cod](#)

The Cape Cod Maritime Days is a unique celebration, focusing on the specifics of the Cape Cod renowned oceanfront culture.

[Maritime Days in Cape Cod](#)

Join in for the annual celebration of the Cape's incredible maritime history with everything from nautical art exhibits to boat building seminars.

[Cape Cod Celtic Festival at Irish Village in West Yarmouth](#)

Whether you're looking for a quiet, traditional Celtic dinner for two or a raucous night of live Celtic music,

the Cape Cod Celtic Festival will offer a tremendous time no matter what you're looking for.

[Memorial Day in Cape Cod](#)

Memorial Day typically serves as the kick-off to Cape Cod's bustling tourism season, so visitors will have access to all of the excitement of the Cape!

[Figawi Regatta Race in Cape Cod](#)

In recent years, the Figawi Race has brought around 250 racers to the Nantucket Sound.



June 2008

[Strawberry Festival & Plant Sale in Orleans](#)

The Strawberry Festival of Cape Cod will offer all visitors the perfect example of the congeniality of Orleans and Cape Cod with special events, strawberry-based cuisine, live music and more.

[Provincetown Portuguese Festival in Cape Cod](#)

Celebrate summer in the midst of spectacular oceanside Provincetown with the Provincetown Portuguese Festival.

July 2008

[Fourth of July in Cape Cod](#)

Celebrate America's Independence on the land where the Mayflower Pilgrims first landed with a Fourth of July weekend in Cape Cod.

[Annual Harwich Cranberry Festival in Cape Cod](#)

The Harwich Cranberry Festival in Cape Cod has earned a name for itself over the past three decades as one of the top festivals of its kind in America.

[Barnstable County Fair at the Barnstable County Fairgrounds in East Falmouth](#)

Since 1844 the Barnstable County Fair has been entertaining Cape Cod locals and visitors alike with live entertainment, carnival rides, showcases, exhibits, and more.

August 2008

[By the Bay fine art and craft show](#)

There is something for every taste and every style at the By the Bay Fine Art & Craft Show in Brewster, Massachusetts.

September 2008

[Eastham Windmill Weekend](#)

The Eastham Windmill Weekend in Brewster, Massachusetts is sure to add some fun to your Cape Cod vacation.

[Annual Harvest Day at the Barnstable County Fairgrounds in East Falmouth](#)

The Annual Falmouth Harvest Day is the perfect way to get ready for the month of October with special displays, exhibits, activities, and fun for the whole family!

[Labor Day in Cape Cod](#)

Take time out for one last summer getaway by celebrating Labor Day at Cape Cod.



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*Professionally
managed by:*



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