



THE LINKS LETTER

A Newsletter for the Homeowners of The Links Golf & Racquet Club

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**MARK
YOUR
CALENDAR!**



**ANNUAL MEETING
FRIDAY,
DECEMBER 8, 2006
AT 10:00 AM**

President's Letter



Greetings fellow Links Homeowners! Your Board of Directors just concluded the Annual Fall Meeting. The Links General Manager, Susan Crow, and her staff continue to ensure that the Links property is maintained at the highest standards. The property is clean and beautiful. Lots of nice comments are heard from owners and visitors to the resort.

My family and I had the pleasure of staying at The Links in July and September for our owner weeks, and had a wonderful time. The refurbishment units really look nice. We hope you have the opportunity to visit The Links to see the improvement. You will have to see the units to appreciate the "new look."

Your Board is always looking for new ideas to save on expenses. To mention a few: We will install new gutters on all the buildings to prevent wood rot. As thermostats need to be replaced, we will install digital units to conserve energy. Also, in-house maintenance will check hot water heaters for accurate settings which will save energy.

(Continued on page 3)

Manager's Corner



The Year in Review - 2006

- Refurbishment of first thirty units completed April 1st. Furniture and accessory installations continued throughout the summer.
- New roofs and skylights replaced on three buildings. (23-30, 85-92, 107-112)
- One building painted. Other miscellaneous wood rot repairs painted on property at The Links and at the Cabana.
- Wood rot repairs & trim work done on many units.
- Gutters and downspouts installed on the front and rear of units 93-100. Ground drains and landscaping added to divert water away from the units. Larger rain gutters also installed at the clubhouse entry areas.
- Twenty-five more storage doors and locks replaced. (81-87, 107-112, etc.) Approximately 20 remain to complete this project.
- Upper rear deck French doors replaced in units 4 & 50 to eliminate rotted frames and doors.
- Cable power unit replaced adjacent to the property by Time Warner to improve the TV reception in the units.
- Ground cable replaced for units 71-78 and cable runs to guest bedrooms essentially complete in all units.
- Main water valves replaced in 8 units. (5,7,9,10,11,13,14, & 22). All were discovered to be rusted and inoperable as units were refurbished.
- Sixty-five pieces of unit deck furniture were replaced.
- Cracked tiles were replaced on the perimeter wall of the outdoor pool.
- Automatic chlorinator replaced on hot tub due to corrosion.



DEFENDER REALTY'S MESSAGE BOARD

Defender Realty has introduced a brand new owner referral program. This program is called "The Owner Connection." It is by far the best and easiest program to understand than any that we have offered. In the past we offered gifts for your referrals. The new program offers cold hard cash for your referrals and cash when they purchase. Please take a minute to pick up a copy of the new program at The Links or call Defender Realty at 843-497-6431 and we will be happy to send you a copy. Don't wait, get those referral names to us and start making money!!!!

Fall is upon us and the weather in Myrtle Beach is still warm. The crowds have thinned out, the weather is beautiful and the only thing missing is you. You probably thought you couldn't afford a fall week along with the week that you already own. Well guess again, it is very affordable. Developer pricing on early fall timeshare red weeks continue to rise in Myrtle Beach with an average price on a two bedroom in the fall at approximately \$18,000. We have early fall red weeks in two bedrooms at The Links for less than \$6,000. Also, a developer's resort won't trade in the exchange system any better than The Links. The reason for this is both resorts are in Myrtle Beach, which has a high trading value. Some of the fall weeks can be used in the Flex Program, which offers up to 25 bonus nights or you can trade the week through the exchange

companies. Call Defender Realty at 843-497-6431 for complete details.

We have been discussing the RCI Points Program for some time now. It is a great way to increase your vacation time and give you a tremendous amount of flexibility. If you owned a fall red week, that week has a point value of 52,000 points. You can trade those points and end up with a little under six (6) weeks of vacation time each year versus just vacationing one week each year. I don't know about you, but I would like more vacation time. There is a one time small conversion fee to get into the points program and we are running a special on that from now through the end of January. Contact Defender Realty at 843-497-6431 for complete details.

Finally, we receive calls each week from owners asking if they should pay someone money up front to list their timeshare week. They tell us over and over that the people calling are with a well known real estate company with numbers in their name. We tell everyone the same thing, "Don't ever pay anyone up front to list your week!" If you give them your money, you may never hear from them again. Be alert and be aware!!!

Have a great fall and we look forward to seeing you at the resort!

Frank Baker
Defender Realty, Inc.
843-497-6431
fbaker@defenderresorts.com

Helpful Tips from Owner Services...

Maintenance Fee anxiety? Consider pre-paying your next year's bill.

- 1) Pay your \$519.00 Fee for 2007.
- 2) Pay \$50.00 a month toward 2008 Maintenance Fees.

Send a check each month or use Online Bill Pay at your bank to do the job for you.

For more information, call Katrina at 843-449-1354 x 231.

Sell your unit? We need the following information to make the change:

- 1) A copy of the new deed stamped by the Horry County Courthouse.
- 2) A \$32.00 transfer fee made out to Defender Resorts.

For more information, contact Emily Baxter at 843-449-1354 x 230.



THE LINKS BANK DRAFT

We now offer the option of pre-paying maintenance fees by drafting your bank account each month. If you sign up for drafting in 2007, a monthly bank draft of \$43.40 will result in a small balance due on your 2008 maintenance fees at January 1, 2008. We would like to offer the same option for paying the Refurbishment/Renovation Special Assessment.



We will draft your account to pre-pay for the third installment as follows:

January 1, 2007 – December 31, 2007 \$8.44 per month

The form to sign up for bank drafts is on The Links website, www.linksresort.com. Please fill it out and send it in with a voided check to The Links or Defender Resorts. If you do not have access to a computer, you may contact The Links and they can mail a form to you.

You may sign up at any time for this service, but please allow 30 days before your first bank draft. We will draft your account for the Special Assessment on the fifteenth of each month, the same date as for Maintenance Fee drafts.

President's Message Continued

The second phase of refurbishment and renovation will start in November. This is a huge undertaking and the Board of Directors and The Links staff will make every effort to stay on schedule. I ask for your patience and consideration during this time. The staff will continue to keep any inconvenience to a minimum.

Our Annual Homeowners' Meeting is scheduled for December 8, 2006 at 10:00 AM in the Club House at The Links. Please make every effort to attend this meeting. We need your suggestions and comments. For some of you this would be impossible. However, we ask that you send your proxy vote back so it can be counted.

The Links Management Team and your Board of Directors will continue to keep you informed of the happenings at The Links. From all the Board members, thanks for your support and we hope to see you at the Annual Meeting, December 8th. We wish you and your family a safe and happy Holiday Season.

Walter B. Carroll, Jr.
President, Board of Directors
The Links

2007 INTERVAL CALENDAR

	Week	Saturday			Week	Sunday	
W	1	01/06/07	01/13/07	W	1	01/07/07	01/14/07
B	2	01/13/07	01/20/07	B	2	01/14/07	01/21/07
	3	01/20/07	01/27/07		3	01/21/07	01/28/07
	4	01/27/07	02/03/07		4	01/28/07	02/04/07
W	5	02/03/07	02/10/07	W	5	02/04/07	02/11/07
	6	02/10/07	02/17/07		6	02/11/07	02/18/07
	7	02/17/07	02/24/07		7	02/18/07	02/25/07
	8	02/24/07	03/03/07		8	02/25/07	03/04/07
RED	9	03/03/07	03/10/07	RED	9	03/04/07	03/11/07
	10	03/10/07	03/17/07		10	03/11/07	03/18/07
	11	03/17/07	03/24/07		11	03/18/07	03/25/07
	12	03/24/07	03/31/07		12	03/25/07	04/01/07
	13	03/31/07	04/07/07		13	04/01/07	04/08/07
	14	04/07/07	04/14/07		14	04/08/07	04/15/07
	15	04/14/07	04/21/07		15	04/15/07	04/22/07
	16	04/21/07	04/28/07		16	04/22/07	04/29/07
	17	04/28/07	05/05/07		17	04/29/07	05/06/07
	18	05/05/07	05/12/07		18	05/06/07	05/13/07
	19	05/12/07	05/19/07		19	05/13/07	05/20/07
	20	05/19/07	05/26/07		20	05/20/07	05/27/07
	21	05/26/07	06/02/07		21	05/27/07	06/03/07
	22	06/02/07	06/09/07		22	06/03/07	06/10/07
	23	06/09/07	06/16/07		23	06/10/07	06/17/07
	24	06/16/07	06/23/07		24	06/17/07	06/24/07
	25	06/23/07	06/30/07		25	06/24/07	07/01/07
	26	06/30/07	07/07/07		26	07/01/07	07/08/07
	27	07/07/07	07/14/07		27	07/08/07	07/15/07
	28	07/14/07	07/21/07		28	07/15/07	07/22/07
	29	07/21/07	07/28/07		29	07/22/07	07/29/07
30	07/28/07	08/04/07	30	07/29/07	08/05/07		
31	08/04/07	08/11/07	31	08/05/07	08/12/07		
32	08/11/07	08/18/07	32	08/12/07	08/19/07		
33	08/18/07	08/25/07	33	08/19/07	08/26/07		
34	08/25/07	09/01/07	34	08/26/07	09/02/07		
35	09/01/07	09/08/07	35	09/02/07	09/09/07		
36	09/08/07	09/15/07	36	09/09/07	09/16/07		
37	09/15/07	09/22/07	37	09/16/07	09/23/07		
38	09/22/07	09/29/07	38	09/23/07	09/30/07		
39	09/29/07	10/06/07	39	09/30/07	10/07/07		
40	10/06/07	10/13/07	40	10/07/07	10/14/07		
41	10/13/07	10/20/07	41	10/14/07	10/21/07		
42	10/20/07	10/27/07	42	10/21/07	10/28/07		
43	10/27/07	11/03/07	43	10/28/07	11/04/07		
44	11/03/07	11/10/07	44	11/04/07	11/11/07		
W	45	11/10/07	11/17/07	W	45	11/11/07	11/18/07
	46	11/17/07	11/24/07		46	11/18/07	11/25/07
R	47	11/24/07	12/01/07	R	47	11/25/07	12/02/07
W	48	12/01/07	12/08/07	W	48	12/02/07	12/09/07
	49	12/08/07	12/15/07		49	12/09/07	12/16/07
B	50	12/15/07	12/22/07	B	50	12/16/07	12/23/07
RED	51	12/22/07	12/29/07	RED	51	12/23/07	12/30/07
	52	12/29/07	01/05/08		52	12/30/07	01/06/08

- ◆ Main drain pump motor replaced on outdoor pool.
- ◆ Awning installed on entrance to clubhouse.
- ◆ Various staff changes have taken place. Gene tried to retire in May and we had a luncheon for him, but he has been called back to duty twice.
- ◆ He will be helping with the refurbishment and we have finally hired Jeff Gallagher for Maintenance Supervisor.
- ◆ Thank you,
- ◆ Susan Crow, General Manager

The Board of Directors would like to suggest that owners begin planning for the future ownership of their intervals if or when they are no longer able to use their weeks. Please make sure that if there is more than one owner on the deed that it is written with "Rights of Survivorship." This makes it a lot easier for the surviving owner(s) on the deed to sell their unit. Defender Resorts can provide this service for a fee of \$132. Please contact Emily Baxter at 843-449-1354, Ext. 230.

**THE LINKS GOLF & RACQUET CLUB
2007 OPERATING BUDGET**

	<u>2007 Budget</u>		<u>2007 Budget</u>
<u>OPERATING REVENUE</u>		<u>ADMINISTRATION & GENERAL</u>	
MAINTENANCE FEES- CURRENT	\$ 2,647,523	MANAGEMENT FEES	\$ 235,532
MAINTENANCE FEES-PRIOR YEARS	\$ 18,000	ACCOUNTING	\$ 45,344
LATE CHARGES ON DELINQUENT FEES	\$ 25,000	DATA PROCESSING	\$ 23,930
INTEREST ON DELINQUENT FEES	\$ 10,000	ANNUAL AUDIT	\$ 6,250
TELEPHONE INCOME	\$ 2,000	LEGAL FEES	\$ 11,250
MERCHANDISE SALES	\$ 2,000	VEHICLE EXPENSES	\$ 4,000
THEATRE TICKETS AND ACTIVITIES	\$ 55,155	DUES AND SUBSCRIPTIONS	\$ 3,500
VENDING COMMISSION	\$ 1,285	REGIME ACTIVITIES	\$ 18,000
COOKOUT INCOME *NEW*	\$ 10,153	BOARD OF DIRECTORS EXPENSE	\$ 3,000
HOUSEKEEPING FEES	\$ 1,500	PRINTING	\$ 11,000
RENTAL COMMISSION TO HOA	\$ 4,500	POSTAGE	\$ 10,000
RENTAL OF HOA OWNED UNITS	\$ 10,000	BANK CHARGES	\$ 4,000
SALE OF HOA OWNED UNITS	\$ 20,000	OFFICE SUPPLIES	\$ 8,000
FLEX FEE INCOME	\$ 4,500	SECURITY/FRONT DESK COVERAGE	\$ 2,500
BANK INTEREST	\$ 20,000	EMPLOYEE RECRUITMENT *NEW*	\$ 2,500
WINDY SHORES MANAGEMENT	\$ 35,500	MILEAGE	\$ 1,200
MISCELLANEOUS INCOME	\$ 1,494	ARDA, COURIER SERVICE & DOCSTAR	\$ 4,000
TOTAL OPERATING REVENUE	\$ 2,868,610	MISCELLANEOUS	\$ 1,500
		TOTAL ADMINISTRATIVE & GENERAL	\$ 395,506
LESS:		<u>SALARIES, WAGES, TAXES AND BENEFITS</u>	
MERCHANDISE COST OF SALES	\$ 3,500	SALARIES - ADMINISTRATIVE	\$ 194,692
ACTIVITIES COST OF SALES	\$ 55,000	SALARIES - HOUSEKEEPING	\$ 166,633
OPERATING DEFICIT REDUCTION	\$ 60,000	SALARIES - MAINTENANCE	\$ 185,540
TRANSFER TO RESERVE FOR REPLACEMENT	\$ 532,353	SALARIES - ACTIVITIES	\$ 30,728
NET OPERATING REVENUE	\$ 2,217,757	RESORT INCENTIVES	\$ 2,976
		PAYROLL TAXES	\$ 47,363
<u>UTILITY EXPENSE</u>		WORKERS COMPENSATION INSURANCE	\$ 23,104
ELECTRICITY	\$ 238,698	401K MATCHING CONTRIBUTION	\$ 4,873
NATURAL GAS - LAUNDRY	\$ 8,982	EMPLOYEE INSURANCE	\$ 76,500
NATURAL GAS - POOL & JACUZZI	\$ 20,507	HUMAN RESOURCES/PAYROLL FEE	\$ 25,560
TELEPHONE	\$ 22,743	TOTAL PAYROLL EXPENSES	\$ 757,969
WATER & SEWER	\$ 58,444		
LANDFILL FEES	\$ 11,216	<u>LEASES & CONTRACTS</u>	
CABLE TV	\$ 22,176	EXTERMINATING	\$ 7,000
TOTAL UTILITY EXPENSE	\$ 382,766	YARDS & GROUNDS CONTRACT	\$ 20,000
		INCOME TAX	\$ 4,500
<u>HOUSEKEEPING EXPENSE</u>		PROPERTY TAX (City/County)	\$ 96,388
CLEANING SUPPLIES	\$ 40,000	GENERAL INSURANCE	\$ 156,600
ROOM PURCHASES	\$ 54,000	TOTAL LEASES & CONTRACTS	\$ 284,488
CONTRACT LABOR	\$ 205,896		
TOTAL HOUSEKEEPING EXPENSE	\$ 299,896		
		TOTAL OPERATING EXPENSES	\$ 2,217,757
<u>MAINTENANCE EXPENSE</u>		NET OPERATING INCOME	\$ -
TELEPHONE EQUIPMENT REPAIR	\$ 1,750		
APPLIANCE REPAIRS	\$ 6,000		
POOL & JACUZZI SUPPLIES	\$ 19,382		
BUILDING MAINTENANCE & SUPPLIES	\$ 15,000		
MAINTENANCE - INTERIOR	\$ 31,000		
MAINTENANCE - RECREATION	\$ 5,000		
MAINTENANCE AGREEMENTS	\$ 6,500		
GROUNDS AND LANDSCAPING	\$ 8,500		
UNIFORMS	\$ 4,000		
TOTAL MAINTENANCE EXPENSE	\$ 97,132		

Maintenance Fee Per Unit/Week	\$ 519.00
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