



# THE LINKS LETTER

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

## INSIDE THIS ISSUE:

<i>Bank Draft Information</i>	2
<i>Manager's Corner (Continued)</i>	2
<i>President's Letter (Continued)</i>	2
<i>Defender Realty</i>	3
<i>Interval Calendar</i>	3
<i>2008 Budget</i>	4

**MARK  
YOUR  
CALENDAR!**



**ANNUAL MEETING  
FRIDAY,  
DECEMBER 7, 2007  
AT 10:00 AM**

## President's Letter



Your Board and Management just concluded our fall Board of Directors meeting in preparation for the upcoming 2008 season. Each year we meet to study the trends and analyze the previous year and the current year-to-date financial information. From this session we formulate our budget projections for the upcoming new year.

As you should all know by now...due to the age of our 30 year old property we began an extensive refurbishment plan which was implemented in three phases and is proudly well underway. We have heard a tremendous amount of positive comments such as "This is the nicest the Links has ever been!" and "This has been the best vacation we have ever had!"

Throughout this extensive process, we have found it necessary and unavoidable to amend the original plan in addition to accelerating our other goals to maintain the functionality and appearance of our "home away from home." We discovered issues that were uncovered as the work progressed, i.e. bad electrical wiring, various plumbing leaks, etc.

We originally planned to re-roof all the buildings over a longer period of time to spread the cost out as much as possible. However, we had to make a new decision based on new information to accelerate the plan whereby we have replaced the roofs on all but one

*(Continued on page 2)*

## General Manager's Corner Operations Update for 2007



The Board, Management, and staff of The Links are extremely proud of the renovation to the first 70 condominiums. By the time this newsletter reaches you, we will have started Phase III of the project. We are working diligently to complete the renovations in the "slower-season"-- which seems to amount to less and less time each year. We have already accomplished a lot and are confident that we will have all condominiums refurbished by the end of 2008.

The following itemization will update you on the projects that we have recently been engaged in for the following categories:

### **Building Maintenance**

- New rain gutters are installed on Buildings A, C, D, E, F, H, I, J, L & M and new drain lines are now being installed on the new down spouts to re-direct water away from buildings.
- Installation of storage doors and locks was completed on all buildings.
- The exterior of Building F condominiums 31- 36 and Building O condominiums 107-112 were repainted.
- All fogged windows were replaced in condominiums 31-58 and 59-70.
- Wood rot has been repaired on condominiums 31-36 in Building F.
- New roofing and skylights installed on condominiums 30-35, 53-58, and 79-84.
- New unit numbers were replaced on back of all condominiums.
- Wood rot was repaired on the back of Building J, the side of Building A, and 88 & 96 upper decks. New ceramic tile was installed in the restroom at the Cabana and we replaced the wood rot.
- Replaced 42 screen doors and repainted 16 entrance doors throughout the property.

### **Unit Maintenance**

- Replaced water supply lines in the floor slab of 79 & 90 and cracked drain lines in unit 3.
- Ceilings were repaired in 3, 17, 89, 90 and 96.
- Touched up paint on all walls in 1 through 30 and 71 through 112.
- We re-caulked all shower stalls and tubs in 15 through 22 and 31 through 42.
- DVD players have now been installed in all units and we purchased new 32" TV's for condominiums 1 through 70.
- All unit door locks were updated throughout the property with new master keys.

building and will complete the final one in 2008. We also found it necessary to speed-up correcting our wood rot issues by installing new gutters and down spouts with new divergent drainage to stop the rapid deterioration.

The extensive interior refurbishment plan is 2/3rds complete and is beginning the third and final phase that will give all our owners and guests a place to once again be very proud of and comfortable in when they return or visit for the first time.

Rather than shortcut our goals we have joined together to make the difficult decision that will require a small assessment to complete the project to the standards the majority of our owners demand. The good news is that we are being proactive now to fix things before they get worse and to prevent higher costs at a later time.

Due to the recent dramatic 120% increases to our insurance premiums and the necessary refurbishment project accelerations, we will need a special assessment of \$149.00 in addition to the 2008 annual maintenance fee of \$549.00.

The annual maintenance fee, which accompanies this mailing, is due and payable on or before February 1, 2008. The special assessment won't be billed until February 11, 2008 and won't be due until March 14, 2008. We are giving you advance warning of this second billing to help make the special assessment a little easier for you.

On behalf of the Board, I want to thank you very much for all for your support and the positive comments we have heard throughout this process.

Best wishes,  
Walter Carroll, Jr., President

- Three Jacuzzi motors had to be repaired or replaced.

**Property Maintenance**

- Six-inch water main and the electric line that feeds the "Links" sign at entrance of property was repaired.
- 14 of the wooden counter tops were refinished with Spars Urethane Clear Semi-Gloss. Main telephone cable from pedestal by Building Q to maintenance shop and condominiums 1 through 14 were repaired.
- Repaired the 2" line and three zone valves on the irrigation system.
- Tree stumps removed from around and repainted the Gazebo at pond #1.
- Installed 6X6 timbers at the playground to keep the sand from washing into the picnic area.
- Painted speed bumps and parking bumpers throughout property.
- Repaired and repainted shuffleboard court.
- New rolling security gates installed in maintenance and laundry area.

**Pool Maintenance**

- Under water lighting for the indoor and outdoor pool was repaired/replaced.
- Drained and acid washed the Spa and installed a new chlorinator for the Spa.
- New slatted swings installed around the property.
- Purchased 24 new lounges and repaired all strapping on the rest of pool furniture.
- Installed two new pool ladders.
- New vending machines were installed on the pool deck and in the Activity Room.
- Installed eyewash station and new safety signs in poolroom.
- Rebuilt filter pump for outdoor pool and new filter pump motor installed for indoor pool.

**Capital Equipment Replacement**

- 18 AC compressors, 14 air handlers and 4 hot water tanks
- 3 Refrigerators, 2 Stoves and 8 Microwaves
- 6 Washers and 5 Dryers
- 1 Ping Pong Table

All Defender Resorts, as part of our ongoing safety efforts, performed a disaster preparedness drill to re-test our policies and readiness for a possible evacuation during a Hurricane/Disaster. A customized readiness checklist was created for our property. The Links proudly received the highest rating for preparedness and teamwork.

When you visit The Links next, be sure to stop by and admire our playground area. We commissioned an artist to create a children's wall mural, which has provided a colorful backdrop.

Thank you for all of your encouragement and support.  
Susan Crow, General Manager

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**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 2008, a monthly bank draft of \$46.75 will result in a small balance due on your 2009 maintenance fees at January 1, 2009.

The form to sign up for bank draft is on The Links website, [www.linksresort.com](http://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 on the fifteenth of each month.

## DEFENDER REALTY'S MESSAGE BOARD



With the popularity of Myrtle Beach, summer red weeks are increasing in price at all resorts in Myrtle Beach. Developers are selling one and two bedroom summer weeks between \$15,500 and \$32,000.

Real estate has been booming here for a number of years now and, with the Hard Rock Theme Park set to open the Spring of 2008, summer weeks will become even more popular. We currently have two two-bedroom summer weeks at an incredible price. Call us today, supplies are limited.

Most of you are using your week at the Links instead of trading and we would love to receive referral names from you. Remember, an increase in the number of owners paying the maintenance fees keeps the fees down. Contact George Osborne at (843) 272-7181 Ext. 7217 with those referral names.

**Point Of Information:** If you own one week and it is in the points program, you increase your vacation time by more than double the number of days. Let's say you own a week 39 and the point value is 52,000. Those points are equal to 5.7 weeks of vacation time each year and you are still only paying one maintenance fee each year. Information is power. Call today for information. Contact George Osborne at (843) 272-7181 Ext. 7217.

In January 2008, Defender Resorts will be unveiling an enhanced version of the Defender Flex® Program. Stay tuned, it is better than ever!!

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

Frank Baker  
Defender Realty, Inc.  
fbaker@defenderresorts.com

If you are interested in running for a position on the Links Golf and Racquet Club Homeowners' Association Board of Directors, please fill out the nomination form. This form can be found on the Links website, [www.linksresort.com](http://www.linksresort.com).

## 2008 INTERVAL CALENDAR

2008	Week	Saturday-	Saturday	Sunday -	Sunday
W	1	01/05/08	01/12/08	01/06/08	01/13/08
B	2	01/12/08	01/19/08	01/13/08	01/20/08
	3	01/19/08	01/26/08	01/20/08	01/27/08
	4	01/26/08	02/02/08	01/27/08	02/03/08
W	5	02/02/08	02/09/08	02/03/08	02/10/08
	6	02/09/08	02/16/08	02/10/08	02/17/08
	7	02/16/08	02/23/08	02/17/08	02/24/08
	8	02/23/08	03/01/08	02/24/08	03/02/08
RED	9	03/01/08	03/08/08	03/02/08	03/09/08
	10	03/08/08	03/15/08	03/09/08	03/16/08
	11	03/15/08	03/22/08	03/16/08	03/23/08
	12	03/22/08	03/29/08	03/23/08	03/30/08
	13	03/29/08	04/05/08	03/30/08	04/06/08
	14	04/05/08	04/12/08	04/06/08	04/13/08
	15	04/12/08	04/19/08	04/13/08	04/20/08
	16	04/19/08	04/26/08	04/20/08	04/27/08
	17	04/26/08	05/03/08	04/27/08	05/04/08
	18	05/03/08	05/10/08	05/04/08	05/11/08
	19	05/10/08	05/17/08	05/11/08	05/18/08
	20	05/17/08	05/24/08	05/18/08	05/25/08
	21	05/24/08	05/31/08	05/25/08	06/01/08
	22	05/31/08	06/07/08	06/01/08	06/08/08
	23	06/07/08	06/14/08	06/08/08	06/15/08
	24	06/14/08	06/21/08	06/15/08	06/22/08
	25	06/21/08	06/28/08	06/22/08	06/29/08
	26	06/28/08	07/05/08	06/29/08	07/06/08
	27	07/05/08	07/12/08	07/06/08	07/13/08
	28	07/12/08	07/19/08	07/13/08	07/20/08
	29	07/19/08	07/26/08	07/20/08	07/27/08
	30	07/26/08	08/02/08	07/27/08	08/03/08
	31	08/02/08	08/09/08	08/03/08	08/10/08
	32	08/09/08	08/16/08	08/10/08	08/17/08
	33	08/16/08	08/23/08	08/17/08	08/24/08
	34	08/23/08	08/30/08	08/24/08	08/31/08
	35	08/30/08	09/06/08	08/31/08	09/07/08
	36	09/06/08	09/13/08	09/07/08	09/14/08
	37	09/13/08	09/20/08	09/14/08	09/21/08
	38	09/20/08	09/27/08	09/21/08	09/28/08
	39	09/27/08	10/04/08	09/28/08	10/05/08
	40	10/04/08	10/11/08	10/05/08	10/12/08
41	10/11/08	10/18/08	10/12/08	10/19/08	
42	10/18/08	10/25/08	10/19/08	10/26/08	
43	10/25/08	11/01/08	10/26/08	11/02/08	
44	11/01/08	11/08/08	11/02/08	11/09/08	
W	45	11/08/08	11/15/08	11/09/08	11/16/08
	46	11/15/08	11/22/08	11/16/08	11/23/08
R	47	11/22/08	11/29/08	11/23/08	11/30/08
W	48	11/29/08	12/06/08	11/30/08	12/07/08
	49	12/06/08	12/13/08	12/07/08	12/14/08
B	50	12/13/08	12/20/08	12/14/08	12/21/08
RED	51	12/20/08	12/27/08	12/21/08	12/28/08
	52	12/27/08	01/03/09	12/28/08	01/04/09

**THE LINKS GOLF & RACQUET CLUB  
2008 OPERATING BUDGET**

	<i>2008 Budget</i>
<b><u>OPERATING REVENUE</u></b>	
MAINTENANCE FEES- CURRENT	\$ 2,799,603
MAINTENANCE FEES-PRIOR YEARS	\$ 18,000
LATE CHARGES ON DELINQUENT FEES	\$ 19,000
INTEREST ON DELINQUENT FEES	\$ 12,000
TELEPHONE INCOME	\$ 1,000
MERCHANDISE SALES	\$ 1,500
THEATRE TICKETS AND ACTIVITIES	\$ 60,000
VENDING COMMISSION	\$ 1,300
HOUSEKEEPING FEES	\$ 1,800
RENTAL COMMISSION TO HOA	\$ 4,500
RENTAL OF HOA-OWNED UNITS	\$ 7,000
SALE OF HOA-OWNED UNITS	\$ 15,000
FLEX FEE INCOME	\$ 2,200
BANK INTEREST	\$ 30,000
MISCELLANEOUS INCOME	\$ 1,200
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<b>TOTAL OPERATING REVENUE</b>	<b>\$ 2,974,103</b>
<b>LESS:</b>	
MERCHANDISE COST OF SALES	\$ 3,500
ACTIVITIES COST OF SALES	\$ 50,000
OPERATING DEFICIT REDUCTION	\$ 60,000
TRANSFER TO RESERVE FOR REPLACEMENT	\$ 535,000
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<b>NET OPERATING REVENUE</b>	<b>\$ 2,325,603</b>
<b><u>UTILITY EXPENSE</u></b>	
ELECTRICITY	\$ 228,698
NATURAL GAS - LAUNDRY	\$ 9,000
NATURAL GAS - POOL & JACUZZI	\$ 20,500
TELEPHONE	\$ 22,743
WATER & SEWER	\$ 55,444
LANDFILL FEES	\$ 14,000
CABLE TV	\$ 23,279
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<b>TOTAL UTILITY EXPENSE</b>	<b>\$ 373,664</b>
<b><u>HOUSEKEEPING EXPENSE</u></b>	
CLEANING SUPPLIES	\$ 40,207
ROOM PURCHASES	\$ 50,000
CONTRACT LABOR	\$ 206,000
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<b>TOTAL HOUSEKEEPING EXPENSE</b>	<b>\$ 296,207</b>
<b><u>MAINTENANCE EXPENSE</u></b>	
TELEPHONE EQUIPMENT REPAIR	\$ 2,000
APPLIANCE REPAIRS	\$ 8,000
POOL & JACUZZI SUPPLIES	\$ 19,382
BUILDING MAINTENANCE & SUPPLIES	\$ 18,000
MAINTENANCE - INTERIOR	\$ 26,635
MAINTENANCE - RECREATION	\$ 7,000
MAINTENANCE AGREEMENTS	\$ 6,500
GROUNDS AND LANDSCAPING	\$ 8,500
UNIFORMS	\$ 4,000
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<b>TOTAL MAINTENANCE EXPENSE</b>	<b>\$ 100,017</b>

	<i>2008 Budget</i>
<b><u>ADMINISTRATION &amp; GENERAL</u></b>	
MANAGEMENT FEES	\$ 235,532
ACCOUNTING	\$ 45,344
DATA PROCESSING	\$ 23,930
ANNUAL AUDIT	\$ 6,500
LEGAL FEES	\$ 14,000
VEHICLE EXPENSES	\$ 4,000
DUES AND SUBSCRIPTIONS	\$ 2,500
REGIME ACTIVITIES	\$ 16,000
BOARD OF DIRECTORS EXPENSE	\$ 2,500
PRINTING	\$ 11,000
POSTAGE	\$ 10,000
BANK CHARGES	\$ 500
LOCKBOX CHARGES	\$ 2,000
EMPLOYEE RECRUITMENT	\$ 3,000
OFFICE SUPPLIES	\$ 8,500
SECURITY/FRONT DESK COVERAGE	\$ 2,000
MILEAGE	\$ 1,200
ARDA, COURIER SERVICE & DOCSTAR	\$ 4,000
MISCELLANEOUS	\$ 1,500
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<b>TOTAL ADMINISTRATIVE &amp; GENERAL</b>	<b>\$ 394,006</b>
<b><u>SALARIES, WAGES, TAXES AND BENEFITS</u></b>	
SALARIES - ADMINISTRATIVE	\$ 204,792
SALARIES - HOUSEKEEPING	\$ 162,934
SALARIES - MAINTENANCE	\$ 180,052
SALARIES - ACTIVITIES	\$ 32,324
RESORT INCENTIVES	\$ 3,000
PAYROLL TAXES	\$ 55,290
WORKERS COMPENSATION INSURANCE	\$ 29,005
401K MATCHING CONTRIBUTION	\$ 3,862
EMPLOYEE INSURANCE	\$ 84,799
HUMAN RESOURCES/PAYROLL FEE	\$ 17,003
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<b>TOTAL PAYROLL EXPENSES</b>	<b>\$ 773,061</b>
<b><u>LEASES &amp; CONTRACTS</u></b>	
EXTERMINATING	\$ 7,500
YARDS & GROUNDS CONTRACT	\$ 21,000
INCOME TAX	\$ 5,000
PROPERTY TAX (City/County)	\$ 96,389
GENERAL INSURANCE	\$ 258,759
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<b>TOTAL LEASES &amp; CONTRACTS</b>	<b>\$ 388,648</b>
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<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 2,325,603</b>
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<b>NET OPERATING INCOME</b>	<b>\$ -</b>
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<b>Maintenance Fee Per Unit/Week</b>	<b>\$ 549.00</b>