



HARBOR COVE TIMESHARE OWNERS' ASSOCIATION

BOARD OF DIRECTORS

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INTRODUCING...

Family and Friends!!

Timeshare Rental Experience Opportunities

As a valued owner of a timeshare, you know how special the "Up North Michigan" experience is at Harbor Cove! It is a truly unique Michigan family oriented resort that celebrates not only the natural beauty of the area, but the fascinating history as well. Harbor Cove is something that simply cannot be duplicated by one of the many "big box" resorts that have sprung up.

As you are aware, the Harbor Cove Timeshare Owners' Association is comprised of fellow owners such as you. We are a non-profit association, and yearly maintenance fees which you are billed are based upon the minimum amount necessary to cover the costs of operation. Based upon this principle of management, the more weeks that are occupied, the lower the cost per week is required to cover the expenses. More occupied weeks means lower maintenance costs for all of us. We, as owners, are in this together. In a sense, we are all family.

For a variety of reasons, there were approximately 45 weeks in which no maintenance fees were realized in 2015. Had all the available weeks been occupied, the operating costs would have been more spread out and the maintenance fees per week owned would have been \$50-\$60 per week lower than what they ended up. In order to generate revenue from these weeks, the bylaws of the Association allow the Board of Directors to make them available as rentals.

Of course the best way to guarantee your vacation time at Harbor Cove for specific times at the lowest cost is to own your timeshare periods through the legal deed process. There are times, however, where you (or another family member or friend) may want to spend additional time at the resort by renting a unit. In response to requests from different owners, the Harbor Cove Timeshare Owners' Association introduces the "Family and Friends" rental program. Here's how it works:

- To be eligible for this program, you must be a member in good standing of the association.
- Any week deemed available by the Board for rental shall be made available at the current maintenance fee amount of \$520 plus a \$50 administration fee. Total amount currently is \$570 per week.

- You can also make this special rate and program available to any other family members or friends in which you may feel would enjoy the Harbor Cove experience. The registration process must be through your name, as an owner in good standing.
- Weeks available for this program can be found on the following website: <http://rentalbug.com>. When you go to the site, select the city of Harbor Springs in the search button. The listing that shows a picture of our sign contains the information. You will note that our rental price for the public is generally quite a bit higher than this program. To inquire about a property or to make a reservation, a direct email link and also phone number is on the site. When you make a reservation, be sure to mention that this is a part of the "Family and Friends" program and include the unit # and week # of the unit(s) you currently own.
- Perhaps you can't use your personal time this year and would like to include it as a part of the program? Contact the program administrator through the rentalbug website for details.

From time to time, the "Family and Friends" program will also be offering specials. We anticipate opportunities such as relaxation get-a-way weekends, color tour extravaganzas, "see you on slopes" winter ski weeks, great times at the casino . . . the opportunities are limitless.

The first special we'd like to offer is "Beautiful New Year's Week at Harbor Cove". Due to quirks in the calendar, and the fact that a year is actually slightly more than 365 days, every few years the timeshare calendar has 53 weeks available instead of 52. 2016 is one of those years. The Association owns all of the week 53s and is pleased to offer rental opportunities as a part of the "Family and Friends" program. The dates for week 53 are December 30, 2016 - January 6, 2017. Due to the popularity of this time, 4 of the units have already been reserved. There are still 2 units available for rental. If you are interested in this time, we urge you to contact us immediately. We will be happy to take your reservation.

The best way to ensure the long term viability of our organization is for all of us, as family, to strongly support it. Consider sponsoring a friend to enjoy one of our weeks. Perhaps a week given as a gift to a special person? It has been proven that most people that do become owners at Harbor Cove decided to buy based upon spending some time there first.

Be looking for periodic communications regarding this program in your mail. We look forward to hearing from you, and of course, seeing you UP NORTH!

Family and Friends!!
April 22, 2016