



www.coveatyarmouth.com

February, 2007

RESORT NEWSLETTER

The Cove at Yarmouth Resort Condominium Trust

Annual Meeting Notice

**All Cove at Yarmouth Interval Owners
are invited to attend the
Annual Meeting of Owners
on
Saturday, March 10, 2007
10:00 A.M.
Radisson Inn, Hyannis, MA**

Directions

From Boston and Points West: Route #6 (Mid-Cape Highway) to Exit #7 (Willow Street)
Take a left at the bottom of the ramp.
Go two (2) miles to Route #28 North; turn right at traffic light/railroad tracks.
100 yards on the left is the Radisson Inn, Hyannis.

We look forward to seeing you there!



Election Results

Tabulation of mail-in ballots for our Trustee Election
has been completed.

Following is a list of all candidates on the ballot
together with the number of votes each candidate received.

Malcolm MacPhail.....	541
Alan G. Fletcher	429
Roy I. Fraser	420
Hon. Thomas P. Kennedy	260
Charles E. Johnson.....	255
Stephanie DiSarro Anderson, Esq.	188
Theodore A. Bartlett (Ted).....	167
Steven L. Wiseman	134
David E. Mercer	126
Sheila L. Walter	113
James D. Stephen.....	104
Raymond A. Belanger, Jr.	97
Donna DiSarro	84
William Gordon Benn.....	55

The three (3) candidates who received the most votes **Malcolm MacPhail, Alan Fletcher** and **Roy Fraser**, will serve six year terms beginning on March 10, 2007 at our Annual Owners Meeting.

A special *Thank You* to all candidates who placed their name in nomination to serve on the Board of Trustees. Your interest in the Resort is appreciated.

Additionally, thank you to all owners who participated in this important election process by completing and returning your election ballot.

We hope to see you at our Annual Owners Meeting on March 10, 2007.

From your General Manager: Michael J. Edwards

As I approach my fifteenth year at The Cove at Yarmouth, I can't help but reflect on all the successful progress the property has made since my first day here. Before coming to The Cove at Yarmouth, I worked in the hotel industry and was employed by a local privately owned hotel group. Some of my associates had already been working for The Cove or the Management Company, Vacation Resorts International, months and years ahead of me. These associates had always said that overall they enjoyed working at The Cove at Yarmouth. From those associates and my fourteen plus years of experience I can say without hesitation that The Cove at Yarmouth is a very special place. A consistent theme echoed by all, including myself, is *what makes The Cove at Yarmouth a special place are the people.*

The Cove at Yarmouth has established itself as Cape Cod's Premier Timeshare Resort. Maintaining this designation and our standards can only be achieved through the pride and dedication of our employees. *Our mission is to provide all of our owners and guests with friendly, courteous service, responsible management and lasting vacation memories.* As General Manager, I am very proud of the reputation we have achieved. All group achievements always boil down to individual contributions and I am grateful for the special group of people that work for The Cove at Yarmouth.

The staff, averaging 87 full and part-time employees, ranging from the ages of 17 to 69, employed fewer than sixty days to Mark Blanchette, Chief Engineer who is serving his 19th year. They are all dedicated hard working people and do so on your behalf to maintain The Cove at Yarmouth to the highest standards. There isn't a week that goes by where I don't receive a personal visit, phone call, letter or email from an owner or guest who has encountered an employee providing a service which hadn't gone unnoticed and it brings a smile to my face knowing that they made a difference in their vacation.

From the original owners, who bought pre-construction from a construction trailer in 1985, to an owner who just purchased as I compose this letter, The Cove at Yarmouth has evolved to be the premier vacation ownership resort on Cape Cod. Since starting in April 1992 when the resort was approximately 80% sold and had a delinquency of almost 18%, to celebrating the resort's 20th anniversary in April 2006, I am pleased to say there are over twelve thousand homeowners with 99% of the inventory sold and a minimal 4% delinquency. Many owners have endured such things as the developer bankruptcy in 1989, the inequitable tax assessment by the Town of Yarmouth in 1990, and Hurricane Bob that hit Cape Cod (Buzzards Bay) in 1991. Your resolve as owners facing all these adversities is most admirable. From the initial investment you made, to the trust and support you give as vacation owners, The Cove at Yarmouth is a success story and I am honored to be a part of it.

The Board of Trustees/Directors, all dedicated homeowners like yourself, work together in your best interest and do so without prejudice. There are nine members in all, many of which have served since inception. Each of them are unique and bring a diverse amount of both professional and personal life experience with them. Those qualities along with their dedication have allowed them to work through the many adversities The Cove at Yarmouth has been faced with through the years. They provide the support and leadership necessary to make The Cove at Yarmouth what it is today and again I am honored to be a part of it.

Vacation Resorts International has been our management company since 1990. They provide the systems, policies, procedures and national experience necessary to oversee a multi-million dollar time-share facility on Cape Cod. Recognized for their excellence in our industry, Vacation Resorts International has proven to be an asset to this resort. In 1992 The Cove at Yarmouth received approximately 68% of its operating budget from the owner base and the difference consisted of rental income which was a direct result of VRI's administrative programs, marketing efforts, and central reservation system. Their fiscal reporting, effective billing and proven collection policy have been intricate to the success The Cove at Yarmouth has had in a competitive and ever expanding marketplace.

It is the collaborative efforts demonstrated by the staff, the homeowners, the Board and Vacation Resorts International that makes The Cove at Yarmouth an unforgettable vacation destination. Our commitment to quality and excellence makes The Cove at Yarmouth the best resort to own or vacation at and work for. . I am honored to be a part of it!

Wishing you many happy vacations.

How to Get the Most from Your Timeshare Ownership

The Cove at Yarmouth offers its timeshare owners many vacation options. In order to take full advantage of the week(s) you own, you need to understand how you can use it to your best advantage.

There are some owners at The Cove that would benefit from their timeshare ownership by understanding exactly what they own. So whether you want to vacation at The Cove, exchange your week and vacation somewhere else, or rent your week out, please contact Owner Services at (508) 771-3666 x 641 to answer any questions.

Each Owner has an account number which coincides with the unit and week purchased as reflected on your Ownership Deed. Your account number will be prefixed by the letter of the season you own. The letter on the end of your account # indicates what year(s) you have usage. (i.e. A=Every Year, E=Even Years, O=Odd Years)

PRIME FLOAT AND HOLIDAY FLOAT OWNERS MUST MAKE THEIR RESERVATION REQUEST(S) EVERY YEAR IN WRITING.

Whether you own one week or five weeks, you must make requests for every week you own at The Cove. You may either use the reservation request card, visit our website and request online (www.coveatyarmouth.com), or FAX (508-771-9410) us your request with your name, address and account number. Since we accept reservations on a first requested, first served

basis, **WE URGE YOU TO REQUEST EARLY! YOUR RESERVATION REQUESTS MAY BE MADE TWO (2) YEARS, TO THE DAY, IN ADVANCE. THIS CAN BE DONE WITHOUT ADVANCE PAYMENT OF YOUR MAINTENANCE FEES FOR THOSE YEARS.** You should provide (3) choices of weeks, along with the room type and location preference. Please keep in mind that our check-in days are either Friday to Friday or Sunday to Sunday.

FIXED PRIME (X)

Season runs from week 24 through 35, owners have the same unit and week each year. No reservation requests are needed for Fixed owners.

HOLIDAY FLOAT (H)

Season runs from week 1 through 13, and again in weeks 45 through 52 during the calendar year.

PRIME FLOAT (F)

Season runs from week 14 through 23 and again in weeks 36 through 44.

You **CAN ONLY REQUEST WEEKS IN YOUR SEASON** and reservations will only be made within the correct ownership season. So while making your reservations in writing, make sure the week you are requesting is in your season.

If you plan to stay at The Cove at Yarmouth, that's all there is to do... just don't forget to mark your calendar!

For Example:

Account F24020O



Would mean:

F = Prime Float
240 = Unit # Deeded
20 = Week # Deeded
O = Odd year ownership

Account H32646A



Would mean:

H = Holiday Float
326 = Unit # Deeded
46 = Week # Deeded
A = Annual ownership

Account X12332E



Would mean:

X = Fixed Prime
123 = Unit # Deeded
32 = Week # Deeded
E = Even year ownership

Attention All Float Owners

Now is the time to reserve
your 2007 and 2008
Use Weeks!

Reserve and Deposit
online at
www.coveatyarmouth.com

Reservations are being accepted for both Holiday and Prime Float. Each year, many Float owners wait until late in their season to reserve their Use Week. The result is many of the weeks in Winter and Spring go under utilized, while the Fall and late Winter seasons are reserved to capacity and have no availability. Because of this situation, many owners find themselves without a week to reserve. Some helpful tips to remember are:

- Make your reservations early!
- Submit (3) "use week" choices.
- See 2007's availability below:

Holiday Float Weeks:

5, 6, 8-12 and 46-50

Prime Float Weeks:

14-20 and 40-44

Profile:

The Cove at Yarmouth would like to introduce **Shane Lewis** who joined The Cove in September of 2006 as the Front Office Manager. Shane is also a small business owner in the local community.



Shane has a little over ten years experience in the hospitality industry. Before moving to Florida, he held other front office management positions on Cape at the Tara and Hyannis Harborview Hotels. Shane prides himself on working side by side with his staff to ensure consistent and great guest service. Although he has been here only a short time, Shane is already getting to know some of The Cove at Yarmouth's great owners by name and has enjoyed all the interactions with owners that have been enjoying themselves at The Cove for many years.

Most of Shane's previous positions have been with Marriott in Florida, Georgia, and Boston. A native to Cape Cod, he moved back with his wife in 2001 and resides in a home that has been in his family for 4 generations.

BONUS TIME BONANZA at THE COVE at YARMOUTH

That's right, from now until May 1, 2007, rooms are available at the Bonus Time rate of \$64.00 per night*, plus tax.

\$64.00
per night
plus tax*

**For a limited time only, this offer is available
for some weekends*. Call Today!**

*Reservations can only be made up to 45 days in advance and are based on resort availability. Some restrictions apply. Vacation periods and holiday weekends have limited availability.

Call (508) 771 - 3666 and Dial "0"



Managed by Vacation Resorts International "Perfecting the art of Hospitality"



The Cove at Yarmouth

c/o Vacation Resorts International
P. O. Box 399 • Hyannis, MA 02601

FIRST CLASS MAIL
U.S. POSTAGE
PAID
S. YARMOUTH, MA
02664
PERMIT NO. 30

ADDRESS SERVICE REQUESTED

IMPORTANT NUMBERS

The Cove at Yarmouth
Vacation Resorts International (VRI) Services

The Cove at Yarmouth (508) 771-3666
Business Office Hours 9:00 am - 5:00 pm
Fax (508) 771-9410
Website www.coveatyarmouth.com

Exchange Information

RCI (877) 874-3334
II (800) 828-8200

Vacation Owner Services

Assessment Billing and Collection (508) 771-3666

Reservations

Bonus Time (508) 771-3666
Vacation Tyme® (866) 469-8222
VIP Reservations (866) 469-8222
Owner Availability (508) 771-3666

Still Need Assistance?

VRI Corporate Services (508) 771-3399
VRI Fax (508) 775-6396

Managed by Vacation Resorts International
Perfecting the Art of Hospitality

PUBLICATION

The Cove at Yarmouth News publication is intended solely as a vehicle of communication for Owners and the Board of Trustees. The purpose of this newsletter is to relate membership information, correspondence, stories, facts, and news as deemed appropriate or relevant to the interest of the owners.

Contributing Editors

Robert C. Hollenbach
Vice President of Resort Operations / VRI

Michael J. Edwards
General Manager

Graphics and Printing

Type-a-graphics, Mashpee, MA
Instant Offset Press, Hyannis, MA

Publisher

The Cove at Yarmouth
c/o Vacation Resorts International
P.O. Box 399, Hyannis, MA 02601