



Fall 2007

THE SCOTTSDALE CAMELBACK RESORT QUARTERLY NEWSLETTER

GENERAL MANAGER UPDATE

Green... What does it mean?

“Green” refers to the eco-movement, the trend sweeping the nation—and the number one trend in the hotel and lodging industry—according to experts. Businesses are looking to organizations like LEED (Leadership in Energy and Environmental Design) to direct their purchases to eco friendly products and practices that will conserve natural resources. This topic is particularly hot in the hotel industry because hotels are a large consumer of natural resources, i.e. water, electricity, paper, etc.

Studies indicate travelers are less likely to conserve energy when staying at a hotel. If this is true, it is incumbent on the business owner to change policy and install the most energy efficient products available.

The Scottsdale Camelback Resort is actively pursuing products and programs designed to reduce waste and minimize expenses. Examples of these efforts include: florescent lighting in the villas, optional towel exchange for our rental guests, and the installation of thermostats with pre-set temperature controls to minimize the range of temperature.

This is just the beginning. We are committed to implementing programs that are environmentally sound and fiscally responsible, while maintaining the current quality of products and services we now offer.

Lori Entwistle

General Manager

The Scottsdale Travel Club

The Number One Choice in Exchanging!

The Scottsdale Travel Club is your in-house exchange company designed just for you, as a member of the Scottsdale Camelback Resort.

When the resort opened the Scottsdale Travel Club in 1988, we looked at our members’ profiles. We needed to know where our members were traveling and what were their needs? We created an alternative for our members, specializing in highly requested locations such as the West Coast of the U.S., Florida, Hawaii and Mexico. We wanted to give our members personalized service and to make it affordable. We do not charge a membership fee, as all Scottsdale Camelback owners are automatically members of the Travel Club. When utilizing the Scottsdale Travel Club, you pay an exchange fee only at the time you confirm your vacation plans, not at the time you place your request.

Jan Wasmann started our Travel Club almost 20 years ago; over the years she has handled thousands of exchanges for Scottsdale Camelback owners and has built a lasting rapport with many of our members. She learns what their needs are, the areas they like to vacation and what their expectations are of the resorts they may be visiting.

(Continued on page 2)

SCOTTSDALE CAMELBACK RESORT

6302 East Camelback Road
Scottsdale, AZ 85251
480-947-3300 • 1-800-891-8585

www.scrhoa.com
www.scottsdalecamelback.com

2007 Board of Directors

Fred Soufal – *President*
Mary Nance – *V.P./Treasurer*
Ron Hawkins – *V.P./Secretary*
C. Benton Mosley – *Director*
Jim Vaughan – *Director*

Key Contacts

General Ownership InformationExt. 502
ReservationsExt. 563
Banquets and CateringExt. 581
Account InformationExt. 509, 511

The Scottsdale Travel Club (Exchanges) 888-515-3696
www.vacationsandtravel.com

Desert Vacation Realty (Ownership Resales)
800-283-9174
www.desertvacation.com

RCI Gold Crown
800-221-6400

Interval International
800-843-8843

I.C.E.
888-320-4234

ResorTime.Com
877-477-7368



Scottsdale Travel Club

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Many of our members enjoy having that special relationship with their exchange coordinator, as opposed to always speaking with someone different when dealing with the major exchange companies.

Today, the Scottsdale Travel Club has access to hundreds of resorts worldwide including all across the U.S., Mexico, Central America, the Caribbean, Europe, New Zealand, Australia and, just recently, Asia. Jan can often obtain space that is unavailable to RCI and Interval, because she deals directly with the resort. She has built an extensive network within the industry to provide access to high demand areas.

The Scottsdale Travel Club can also offer deeply discounted rental weeks at other timeshare resorts. These rental weeks generally range from a low \$199.00 to \$699.00 depending on location, size and date of request. The Scottsdale Travel Club is also a full service travel agency. After your exchange has been confirmed, they can make your airline and ground transportation reservations for a nominal booking fee. The Travel Club is here to handle all of your vacation needs with just one phone call.

The Scottsdale Travel Club invites you to take a look at what we have to offer you in the world of exchange. Please visit our website at www.vacationsandtravel.com or call Jan Wasmann at 888-515-3696.

Synopsis of the Third Quarter Board of Directors' Meeting



FRIDAY, SEPTEMBER 14, 2007

The Third Quarter Board of Directors' Meeting was called to order at 12:15 p.m.

Board members in attendance: President Fred Soufal; Vice President/Secretary Ron Hawkins, Vice President/Treasurer Mary Nance, Director C. Benton Mosley and Director Jim Vaughn.

Also in attendance: Pro Management President Jerry Sikes; General Manager Lori Entwistle; Director of Marketing/Public Relations Clark Rowley; Director of Operations Eric Downey; Controller Mario Leonardo; Guest Services Manager Robin Freese; and Recording Secretary Marilyn Reher.

The following actions were taken: The Board approved the 2008 Budget, the Treasurer's Report and also approved the motion to appoint Marilyn Reher as Recording Secretary.

Management reviewed the following with Board Members:

- Committee Reports
- RCI Comments Report

NOTE: The Board of Directors' Meeting Minutes are posted on our website: www.scrhoa.com. If you would like a full copy of the Board Meeting Minutes, please send your request to Marilyn Reher at: Scottsdale Camelback Resort, 6302 E. Camelback Road, Scottsdale, AZ 85251.

Future Meeting Dates

4th Quarter Board Meeting

Friday, November 30, 2007 – 12:00 pm

Annual Owners' Meeting

Saturday, December 1, 2007 – 1:00 pm

Organizational Meeting

Saturday, December 1, 2007 – 3:00 pm

••••• Super Bowl 2008 •••••



Phoenix will be hosting the Super Bowl on February 3, 2008

If you would like information regarding renting your interval during that time period, please visit our website at:

www.scrhoa.com

Attention Scottsdale Camelback Owners!

Welcome to the #1 Bonus Time Network



**Win A
ResorTime.com
Vacation!**

**See details below.*

**Use reference number EXPERIENCE 07 when activating your membership and you will be entered to win an 8 day/7 night ResorTime vacation! Contest ends December 31, 2007! Winner will be announced January 9, 2008. Good at participating resorts.*

As an Owner at Scottsdale Camelback, you enjoy exclusive lifetime benefits providing FREE access to ResorTime.com - the industry's #1 Bonus Time Network.

What is ResorTime.com and what are its benefits?

- ResorTime.com is a Bonus Time Network of affiliated resorts where owners can vacation year-round without using their timeshare week!
- Take advantage of Owner-only rates from only \$79/night and \$399/week.
- Unlimited access to over 300 resorts with nightly rentals and 3,000 resorts with weekly rentals.
- Receive special insider Owner-only deals, last minute getaways, and information about our newest resorts.
- No sales tours required - no strings attached!

How to Activate your FREE Member Profile

- Just visit www.resortime.com/affiliate/sc.asp and create your new member profile.
- Already signed up? Update your profile preferences when you log into your account. **You must be logged in to access your Owner-only rates.**

Book your reservations online 24/7 at www.ResorTime.com or call our friendly travel counselors toll-free at 877.477.7368.



©2007 ResorTime.com 5900 Pasteur Cr., Carlsbad, CA 92008.

Call for Board of Director Nominations

There will be two Board positions available for election at the Annual Owners' Meeting this December. These positions are currently held by President Fred Soufal and Director James Vaughn. The positions are for a three-year term effective December 1, 2007.

The Board of Directors meet quarterly at regularly scheduled times, plus a budget workshop meeting that is typically two hours in duration. All meetings are held at the Resort. Board positions are filled by unpaid volunteers.

If you would like to nominate yourself or another Owner for a position on the Board, please submit a brief resume, including your areas of concern or interest, to the Association by November 20, 2007. All resumes will be posted on the HOA website for review by Owners eligible to cast a vote at the Annual Meeting.

The nomination should include: Name, Address, Phone Number and/or Email Address. Nominations should be mailed to: Scottsdale Camelback Resort, 6302 E. Camelback Rd., Scottsdale, AZ 85251, Attn: Marilyn Reher or email: mreher@scrstaff.com.

FRED SOUFAL, *Incumbent*

I have been a member of the Board for some years now; serving first as Secretary and now as Board Chair and Association President. My professional experience is in engineering, sales, marketing and management with 25 years of counseling businesses for the Small Business Administration (starting well before I retired). During the later years, I served on the Service Corps. of Retired Executives (SCORE) Executive Committee. My involvement with timeshares, since 1982, has given me the opportunity to contribute to the operation of this resort. Our resort is the best among the many we have traded into and own, thanks to management. I would like to continue to serve the Scottsdale Camelback Resort and its owners. I again ask for your vote.

JIM VAUGHN, *Incumbent*

Jim Vaughn is a native Arizonan and owner/operator of Vaughn's Southwest Custom Tours, Inc. Jim's firm recently celebrated its 25th year of providing Arizona visitors with tours of destinations within the state, as well as to Mexico.

Prior to beginning his tour company, Jim spent many years in purchasing and materials handling, and received certification as a Purchasing Manager in 1983. His purchasing management background includes working for American Express, the Hopi Tribe and CIGNA Health Plan.

Jim is a member of The Valley of the Sun Hotel Concierge Network and the National Concierge Association. He is active in the Hotel Sales & Marketing Association Inc., where he served four years as a Board Member, and Meeting Planners International. He also served six terms as Board Member, and one term as President, of the Grand Circle Association.

Jim and his wife, Joan, have three children and have lived in Phoenix for 24 years.

Annual Meeting Agenda

Place: Scottsdale Camelback Resort
6302 E. Camelback Road, Scottsdale, AZ
Date: Saturday, December 1, 2007
Time: 1:00 P.M.

- I. Call to Order/Roll Call
- II. Establishment of Notice and Quorum
- III. Establishment of Meeting Procedure
- IV. Greetings from the President
- V. Reading and Approval of Prior Meeting Minutes
- VI. Treasurer's Report
- VII. Reports
- VIII. Election of Directors
- IX. Members' Forum and Round Robin
- X. Election Results
- XI. Confirmation of Future Annual Meeting Date
- XII. Adjournment

Owners Budget 2008

REVENUE

Assessment	\$3,828,009
Marketing.....	646,773
Food and Beverage	303,126
Retail	136,600
Other.....	169,000

Total Revenue\$5,083,508

FIXED COSTS

Property Tax.....	\$110,000
Reserve Funding.....	551,105
Fixed Expenses.....	927,958

Total Fixed Costs.....\$1,589,063

OPERATING COSTS

Administration.....	\$860,235
Food and Beverage	283,145
Guest Services.....	266,418
Retail	165,075
Property Maintenance.....	331,839
Housekeeping	715,998
Marketing.....	668,355
Other.....	203,381

Total Operating Costs.....\$3,494,446

Calling All Owners! DID YOU KNOW...

You can easily **switch your week** at Scottsdale Camelback Resort to another time?

You can easily **upgrade** to a larger unit?

You can **trade to another resort** without paying any exchanges fees up front?

You can **purchase discounted rental weeks** at other timeshares without trading your week?

All of the above and more can be done simply by calling your Scottsdale Camelback Travel Club!

The Scottsdale Travel Club

YOUR EXCHANGE COMPANY

We offer resorts worldwide to trade into!

Call toll free 1-888-515-3696

or visit the online resort directory at

— **www.vacationsandtravel.com** —

SCR RESALES

Continue to be in High Demand!

- **Buy timeshare weeks** at Scottsdale Camelback Resort. Sellers are motivated and value is proven.
- **Don't give your week away** or let it go into foreclosure before you've called us!
- **Save hundreds of dollars** by advertising your "other" timeshare weeks on our **NEW** For Sale By Owner website.

**TAKE A
VIRTUAL TOUR!
desertvacation.com**

We've been the **ONLY** Real Estate professionals approved by the board to assist SCR buyers and sellers since 1991. Don't wait any longer we're here to help!



DESERT VACATION REALTY

On-Property Timeshare Resale Brokers for the Scottsdale Camelback Resort

Email: desertvacation@msn.com

480-941-9131 • 800-283-9174



2008 Assessment

VILLA TYPE	PROPERTY TAX	RESERVES	OPERATIONS	TOTAL
A VILLA	\$19.00	\$104.00	\$598.00	\$721.00
B VILLA	\$13.00	\$74.00	\$500.00	\$587.00
C VILLA	\$28.00	\$113.00	\$704.00	\$845.00
D VILLA	\$20.00	\$112.00	\$640.00	\$772.00

American Resort Development Association–Resort Owners Coalition (ARDA-ROC) is the first line of defense against legislation that may negatively impact timeshare owners. Your billing statement will reflect \$3.00 added to your assessment for the benefit of ARDA-ROC. If you do not wish to make this voluntary contribution you may deduct \$3.00 from the total of your assessment billing.