



Fall 2006

THE SCOTTSDALE CAMELBACK RESORT QUARTERLY NEWSLETTER

## Chairman's Thoughts

FROM FRED SOUFAL — CHAIRMAN OF THE BOARD

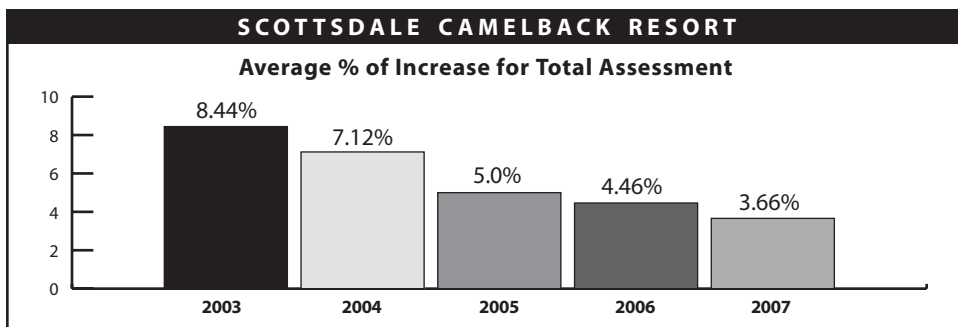
Vacation Ownership, such as we have at Scottsdale Camelback Resort, has many fine qualities and some things that many owners dislike. One of those things is the annual assessment or maintenance fee. Every year these fees increase however, as indicated in the graph below, the percentage increase has continued to be lower and lower. In fact, we are currently hovering just at the annual rate of inflation.

While our fee increased slightly less than last year, it may not seem so because in 2006 we each received a credit, thus when you pay the 2007 fee it will seem to be more. The reality is that each year we research our fee compatibility with the market and we know that we have been able to maintain our fees at or below the average for similar resorts in the Western USA.

Other owners dislike the fact that it is becoming more and more difficult to obtain an equitable exchange in those years when they don't return to their home resort. Several factors have been contributing to this situation. One of those factors has been the emergence of priority exchanges being provided to some of the major brand developers and a few major independents. When this is coupled with the inventory reductions caused by Points Resorts obtaining Weeks inventory and the use of additional inventory for rental programs the result is a smaller pool of exchange weeks being available to owners like ours. For this reason, we have been pushing the use of our own Scottsdale Travel Club as an alternative.

One additional factor may be looming in the near future and may affect Scottsdale Camelback Resorts status as a RCI Gold Crown Resort. RCI has changed the reporting program and increased the score necessary to have and maintain this status. Additionally, they have created a new status, Silver Crown. As we continue to age, it is becoming more and more difficult for us to overcome the perception that we are not new and new is perceived by many to be better. The good news is that we have already received the Gold Crown Status for 2007 and have some assurance that we will maintain that status into 2008.

All in all, I feel that the good news about Scottsdale Camelback Resort and its Owners Association far out weighs any lesser news that effects all of us.



### SCOTTSDALE CAMELBACK RESORT

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

www.scrhoa.com

#### 2006 Board of Directors

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

### Key Contacts

**General Ownership Information** .....Ext. 502  
**Reservations** .....Ext. 563  
**Banquets & Catering** .....Ext. 528  
**Account Information** .....Ext. 509, 511

**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

# General Manager Update

We are completing the last of the major projects this month. I am confident you will be pleasantly surprised when you arrive next year. You will immediately notice positive changes beginning at the Front drive and progressing through the property to the Kokopelli walking trail, the property looks wonderful!

I hope to see you in 2007. If your travel plans do not include a trip to Scottsdale Camelback Resort enjoy your vacation and create many memories!

## 2006 PROJECTS:

- A21- A40 Villa Renovation
- Front Entry
- B Villa Patio Furniture
- Massage Room
- Fire Extinguishers for Villa Buildings
- Villa Safety bars
- Labyrinth

2006

## Future Meeting Dates

**Fourth Quarter Board Meeting:**  
Friday, December 1, 2006 at 1:00 pm

**Annual Meeting:**  
Saturday, December 2, 2006 at 1:00 pm

**Organizational Meeting:**  
Saturday, December 2, 2006 at 3:00 pm

# Discover More Vacation



*Have you traveled using your exclusive owner benefits?*

Win A  
**ResorTime Vacation!**  
\*See details below.

**What is ResorTime.com?**  
A Bonus Time Network of over 300 affiliated resorts and hotels with nightly rentals and **over 3,000 resorts with weekly rentals.** Owners can vacation year-round without using their timeshare week. No tours. No strings attached!

**You're an Affiliated Member**  
As an Owner at Scottsdale Camelback, you already qualify for a FREE Owner Membership that offers **exclusive** rates as low as \$90 a night and \$299 a week when booked an average 21 days in advance.

**How to Activate FREE Membership**  
Visit [www.ResorTime.com/vacation](http://www.ResorTime.com/vacation). Then select the membership plan that's right for you and create your new member profile.

**So what are you waiting for?**  
Register today to get the best price on every vacation with ResorTime.com!

**Book your reservations online at [www.ResorTime.com](http://www.ResorTime.com)** or call our friendly travel counselors toll-free at **877.477.7368**.



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# Annual Meeting Agenda

**Place:** Scottsdale Camelback Resort  
6302 E. Camelback Rd., Scottsdale, AZ

**Date:** Saturday, December 2, 2006

**Time:** 1:00 PM

- I. Call to Order/Roll Call
- II. Establishment of Notice and Quorum
- III. Establishment of Meeting Procedures
- 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 2007

### REVENUE

Assessment .....	3,579,238
Marketing .....	649,286
F&B .....	293,500
Retail .....	130,625
Other .....	176,000

**Total Revenue .....** **4,828,649**

### FIXED COSTS

Property Tax .....	106,800
Reserve Funding .....	540,300
Fixed Expenses .....	835,227

**Total Fixed Costs .....** **1,482,327**

### OPERATING COSTS

Administration .....	831,011
F&B .....	273,010
Guest Services .....	247,682
Retail .....	148,330
Property Maintenance .....	325,642
Housekeeping .....	656,390
Marketing .....	667,390
Other .....	196,867

**Total Operating Costs .....** **3,346,322**

**Total Expenses .....** **4,828,649**

## 2006 Scottsdale Camelback Resort Board of Directors Nominations

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### MARY A. NANCE

As the current Treasurer of the SCR Homeowners Association, I would like to stay actively involved in the future of our Resort by being elected for another 3-year term. Over the past 10 years of serving as a Board member, I have enjoyed the education I have received concerning the management and operations of our time-share property. As an owner, I feel we are fortunate that our Resort has a dedicated management team with top industry designations that are indicative of their industry education and experience. Working with such highly qualified individuals enhances the experience of being a Board member. The Resort is now in excellent financial condition. In 2005, we looked closely at the use of our financial resources to improve the quality of the Villas, and instituted a new plan for 2006. I would like to remain involved as we further implement this new program. I would appreciate your vote in support of my re-election. Thank you for your consideration.

### C. BENTON MOSLEY, INCUMBENT

As I come to the close of my second term on the Board, I wish to thank you for your confidence and would like to ask for your vote so that I may continue my work to help the direction of the Scottsdale Camelback Resort. I would like to help maintain the Gold Crown and Five Star status, making it one of the finest resorts, while striving to keep costs down. I am presently serving on the Real Estate and Investment Committee.

I was born in Phoenix, Arizona and have resided here most of my life. My career was in the Savings and Loan business as a Vice President and Manager of the Appraisal and Construction Department of Western Savings and Loan. One of my responsibilities was budgeting for the department on an on going basis. I have been a realtor and involved in real estate development and construction of many properties.

I have been active in church and civic affairs during my career with over forty years spent in the Sertoma International Service Club, which is active in speech and hearing for the needy.

I assure you that as an owner, the Resort is at the top of my agenda at all times and I welcome any comments, suggestions or questions.

*Thank you for your vote.*

## Synopsis of the Third Quarter Board of Directors Meeting

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### TUESDAY, OCTOBER 3, 2006

The Third Quarter Board of Directors' Meeting was called at 1:08 p.m.

#### Board members in attendance:

President, Fred Soufal; Vice President/Secretary, Ron Hawkins, Vice President/Treasurer, Mary Nance. Not in attendance were Director, C.Benton Mosley and Director, Bernard Blaustein.

**Also in attendance:** Pro Management President, Jerry Sikes; General Manager, Lori Entwistle; Director of Marketing/Guest Services, Clark Rowley; Director of Operations, Eric Downey; Controller/Asst.Treasurer, Ralph Cayton; Guest

Services Manager, Robin Freese; Recording Secretary, Julie Guzman.

#### The following actions were taken:

The Board approved the motion to appoint Julie Guzman as Recording Secretary. The Board approved the 2007 Budget.

**Management reviewed the following with the Board Members:** Management provided the Board with committee updates and a brief review of the upcoming 2006 Owners Meeting.

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

## Around the Resort



*Our owners are always encouraged to visit the resort to take part in our many activities and take advantage of the many services the resort has to offer. If you live locally or you are staying at the resort, here is what's happening...*

### Daily Happy Hour at the Grille – 4pm to 7pm

Enjoy \$2.50 Well Drinks, \$1.50 Domestic Drafts and \$2.00 Imports along with Great Appetizer Specials!

### Daily Activities

The resort offers many daily activities such as Water Exercise, Native T'ai Chi, Labyrinth Meditation Walk, Camelback Mountain Nature Hike and much more. For the weekly schedule go to [www.scottsdalecamelback.com](http://www.scottsdalecamelback.com) or call 480.947.3300 ext. 527.

### Sedona, Flagstaff, Kohl's Ranch Overnight Packages

If you are looking to get away for a few days or just overnight, check out our Overnight Packages to Sedona, Flagstaff and Kohl's Ranch. Prices range from \$79 to \$99 per night depending on the property and unit size. Reservations must be made through the Scottsdale Camelback Resort Concierge Department. For more information call 480.947.3300 ext. 505 or visit [www.scottsdalecamelback.com](http://www.scottsdalecamelback.com) and click on Concierge.

### Visit the Spa

Scottsdale Camelback Resort has expanded our spa services. We offer treatments which include facials and massages for men and women. You may choose from a relaxing Swedish massage, native stone therapy, or a companion massage designed for two. For a complete treatment menu including our signature youth facial designed to encourage good skin habits, visit our website at [www.scottsdalecamelback.com](http://www.scottsdalecamelback.com). To schedule your appointment, call 480.947.3300 ext. 505.

# Do you know the secret to successful exchanging?

*Why are some owners always able to get high demand areas like Hawaii, California and popular ski, summer and spring break destinations year after year?*

Savvy Scottsdale Camelback owners know how to play the “trade game” and if you follow these “rules” you can too!

- 1 They deposit their weeks up to two years in advance!** You do not need to pre-pay your maintenance fees in order to deposit future years.
- 2 They place their request as early as possible!** You can request outside resorts up to 13 months in advance and internal SCR trades up to two years prior through the Scottsdale Travel Club.
- 3 They know to be flexible!** If you can only travel on one specific date – you need to pick numerous locations or if you only want one location you need to be flexible on your dates. You are competing with hundreds of other owners for these high demand times – plan well in advance!!

## The Scottsdale Travel Club

YOUR EXCHANGE COMPANY

*Helping SCR owners trade for 18 years!!*

Call us now toll free 1-888-515-3696  
or visit our website  
[www.vacationsandtravel.com](http://www.vacationsandtravel.com)

# SCR RESALES

*The end of the year is the best time to...*

- **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](http://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](mailto:desertvacation@msn.com)

**480-941-9131 • 800-283-9174**



## 2007 Assessment

VILLA TYPE	PROPERTY TAX	RESERVES	OPERATIONS	TOTAL
A VILLA	\$13.93	\$98.94	\$560.13	\$673.00
B VILLA	\$10.00	\$71.75	\$468.25	\$550.00
C VILLA	\$21.66	\$108.60	\$660.74	\$791.00
D VILLA	\$14.92	\$106.80	\$603.28	\$725.00

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.