



## ***The President's Letter:***

This is my first newsletter communication as President of The Mariner. I want to express to each of you that I am honored and privileged to have served all of The Mariner family over the last 6 years as a member of the board of directors and I thank you for your votes in the past election. I am committed to serving The Mariner family and to the future of The Mariner for generations to come.

I would like to take a moment to thank Larry Scalia for his guidance and oversight for the last two years as president. Larry has been diligent with his attention to Mariner business and will continue to do so as he moves back into the position of treasurer. Thank you, Larry! I would also like to thank Sandy Faulconer for her service and dedication to The Mariner. This past year, Sandy decided to retire from the board. I want to say how much I have appreciated her passion and commitment to The Mariner!

There are a lot of exciting changes happening at The Mariner! Beginning with the publishing of this newsletter, Greg Maindonald will be assuming the editing and production of the semi-annual newsletter. I will continue to support and direct the web site, Facebook account and the sales effort. Jeff Wharton has been our VRI interface since the decision to hire VRI as our management company. Due to a reorganization by VRI, Jeff will be reassigned to a region that includes North Florida where he lives. Mike Phillips will be assuming Jeff's duties and will be introduced in a later article. Mike is already making an impact at The Mariner and we look forward to a long and productive future with Mike's assistance. The biggest change at The Mariner came on January 4<sup>th</sup>. Lynda Rucker was hired as the new Manager of The Mariner! There is

an article introducing Lynda later in this newsletter but I want to highlight a couple of things about Lynda. Lynda comes to us with a great deal of experience as a General Manager in the hotel industry. Her organizational skills along with her attention to detail has already begun to serve The Mariner well. She has already changed our landscaping service, reducing our overall annual costs. The improvement in the landscaping is very noticeable. Take a moment to stop by and say hello to Lynda!

We continue to enjoy strong, favorable financial numbers. Our reserves are being maintained at a high level and our reserve study keeps us on track to ensure we will have funds available for the next 20 years. The reserve study is monitored very closely to be sure that we are always on track for the future needs of capital expenditures. Our delinquency rate is under 1% and continues to be among the lowest in the timeshare industry. This is a testament to the dedication and love that our owners have for The Mariner. Our occupancy rates continue to run at a high rate. The Mariner has just received the St. Pete Beach Small Business Excellence Award in the hotels classification for 2016! Sales are very strong. We had 10 units that came out of foreclosure in late January and, out of those 10, four have already been sold. Tony Carter, our Mariner sales agent, has a wish list and uses this list to contact folks when a unit comes available for sale. Please contact Tony for more information about this program and how it can benefit you.

We have many projects that have been completed in the past few months. We have relined the sewer lines in the North Building. This was a major project that was somewhat time consuming but was necessary due to the increased costs associated

with plumbing issues in the building. We replaced all of the mattresses in October, 2016. It was necessary to install cable boxes in January because Bright House Cable (now Spectrum) is going to go to all digital in early 2017 and we would have lost some of our analog channels. Another huge project was the unit door locks being converted to an exterior lock system. This means that you will need to use a key to lock the unit's door when you leave so you will not be able to lock yourself out. We have also added two grills on the gulf front area at the gazebo to accommodate increased usage. Future projects include the installation of a security system on the property (should occur in March), installation of a new sign in front of The Mariner and the relining of the south building's sewer lines.

2021 is significant a year in the life of The Mariner. In 2021 a vote, as outlined in The Mariner's Declaration of Condominium, will take place to determine if The Mariner will continue as an entity. We all love The Mariner and I have no doubt that we, as a community, will vote to continue to exist and function just as we do today. Bob Grunow, board member, is leading this project and has an article in this newsletter that I believe to be very informative on this issue. Mike Phillips, VRI is on this committee as well as Pam Ritchie, an owner with an extensive background in government regulatory oversight and is a CEO of a non-profit corporation.

As we look to the future, our staff and our board are dedicated to the ensuring that the operation of The Mariner run smoothly and efficiently today as well as in the future. The Mariner exists because of the owners. You are the very heart and soul of our resort and you are the reason we serve!

Joe Johnson  
President, Mariner Board of Directors

### ***Treasurer's Report***

First, I would like to thank all of you who voted for me in the October Mariner election of officers. I elected not to run for President this year as a career change has led me to obtaining my Florida Real Estate license. I am working in one of the

fastest growing areas of the country, namely, north east Florida. I am, however, staying on the Board in my former position of Treasurer.

2016 was a year filled with change, both with finances and with maintaining adequate staff. As your treasurer, I will address the financial results for 2016. These comments are based on the financial reports as prepared by VRI, but still need to be audited by our CPA Company. In the past years, the audited financials have needed very minor changes.

The cash flow on an operating basis, which includes property taxes but excludes Capital Reserves, was positive by a very small amount, namely \$1576. The revenues, compared to budget (inflow of cash) were positive by \$56,700, primarily due to the BP settlement check. These revenues were offset by higher than budgeted expenses (outflow of cash) in cleaning services, maintenance & repairs, water usage, office expenses & property taxes.

The reserves balance at the end of 2016 is \$312,110. We funded the 2016 Capital Reserves with \$ 135,175 and spent \$196,349 in 2016. \$90,034 was spent on the interior of the units, most going towards new furniture, mattresses and A/C air handlers. Also, \$67,060 was spent on the exterior primarily on the Grilling Station, new grills and conversion of the old propane tanks to natural gas. We started the repairs of sewer lines, added new door locks and new lighting around the pool and spas as well as a new heater for the spa. This along with repairs due to hurricane damage required expenditures of \$39,255.

Our delinquency rate is less than 1%, which makes us the envy of many resorts. This, along with our occupancy rate being the highest in The Mariner's recent history, poses new problems for the Board and Staff. Both have spent many hours to be sure we have prepared a realistic and achievable 2017 Financial Plan and Budget. It contains goals and objectives for the new management and assures the Board that expenditures are made wisely and in a timely fashion. This year we are especially

challenged with the lining of all the sewerage lines in both the North and South Buildings that have 50-year-old cast iron pipes deteriorating and causing clogs in our outgoing waters. This expenditure will be over \$100,000 and will come out of our reserves.

Thank you for your continuing support and encouragement,

Larry Scalia

### 2016 Board Election Results

The Mariner Beach Club Board election was held on October 17, 2016 at The Dolphin Beach Resort in St. Pete Beach, FL. Larry Scalia and Joe Johnson were elected to fill the two-year terms and Bob Grunow was elected to the one-year term. The slate of candidates included seven people.

The results of the votes were:

1. Larry Scalia - 246 votes
2. Joe Johnson - 246 votes
3. Bob Grunow - 170 votes
4. Pam Ritchie - 105 votes
5. Dolores Morris - 96 votes
6. James Moon - 94 votes
7. Richard Senato - 72 votes

The officers for 2016-2017 are:

Joe Johnson - President  
Greg Maindonald - Vice-President  
Larry Scalia - Treasurer  
Jim Bucci - Secretary  
Bob Grunow - Director

Congratulations to the new board!



### ***Mariner Beach Club Receives St. Pete Beach Small Business Excellence Award!***

The St. Pete Beach Small Business Excellence selection group has chosen The Mariner Beach Club for the 2016 St. Pete Beach

Small Business Excellence Award in the Hotels classification!

The St. Pete Beach Small Business Excellence Awards recognizes outstanding small businesses that serve their local market. Each year, the selection committee identifies companies that we believe have achieved outstanding marketing success in their local community and business category. These are small businesses that enhance the positive image of small businesses through service to their customers and community.

### ***Welcome, Lynda Rucker, Our New Manager!***

When you are at The Mariner, be sure to stop by the office to meet Lynda Rucker. Lynda is our new manager. Her title is Provisional Manager for now until she is certified as a Community Association Manager (CAM). She has passed the prep course and will take the exam in March. Lynda will supervise all Mariner personnel and brings solid managerial experience from local hospitality and entertainment businesses.

Lynda has most recently served as GM for the 100 room Wingate Hotel in Tampa. Her latest Corporate quality inspection at her property resulted in her hotel receiving a 98.6% score. She has also been GM at Crystal Palms, a Treasure Island hotel and spent 10 years at the Holiday in downtown St. Petersburg. She also brings experience managing concert venues and has worked at Raymond James Stadium, organizing 50 executive suites for the Tampa Bay Bucs home games.

Lynda started with us on January 4 and has jumped right in, cleaning rooms with the team. She describes herself as very hands on, likes to be present out on the property several times a day, and is a team builder.

Be sure to stop by the office say hello. Lynda is here to make our resort one that our owners can be very proud of!

***Thank You, Jeff Wharton!***

Many of our owners and guests have had the pleasure to meet Jeff Wharton over the past 8 years. Jeff is the Director of Resorts for our Management Company VRI and had responsibility for The Mariner as well as other properties. Jeff was an instrumental figure in helping all of us through the renovation and transforming The Mariner into a world class resort. Jeff brought his wealth of knowledge to all of us and had a deep commitment to help us through many difficult times. It is with much sadness that we say goodbye to Jeff. VRI has reorganized their regions and Jeff has been assigned to a region that includes north Florida where he and his family reside. We congratulate him on his new opportunity, but we will miss him here at The Mariner! Thank you, Jeff for all your hard work on all the owner's behalf! Please come visit us anytime! Good luck!

***Welcome Michael Phillips***

The Mariner Beach Club would like to welcome Michael Phillips. Mike is the new Director of Resort Operations for VRI replacing Jeff Wharton. Mike's hospitality career started in 1984 and he has held various management positions in the resort/association industry including General Manager of: Silver King Resort, Silver Cliff Resort & All Seasons Resort, Park City Utah, General Manager, Rancho Encantado, Santa Fe, New Mexico and General Manager Kiahuna Plantation, Poipu, Kauai, Hawaii. Mike was also President of Jupiter Property Management luxury homes and condominium rental for 46 properties in Deer Valley, Park City and the Canyons in Utah as well as Vice-President the Resort Group. Most recently 2006-2016 - Mike was Regional VP-Wyndham Vacation Ownership for Hawaii, Mexico and Southern California.

Mike relocated to St Petersburg in December 2016 and currently has oversight for 7 resorts in Florida including The Mariner. Welcome aboard, Mike!

***Thank You, Sandy Falconer!***

All of our owners, employees and many guests I'm sure know Sandy Falconer. Sandy was on The

Mariner Board of Directors for 9 years serving as our President for 4 1/2 of them. Sandy was the key individual in initiating and following through on The Mariner major renovation project. She even camped out through many of the countless and endless days during the work. She was a tireless worker who had only The Mariner's success at heart. Last fall, Sandy decided to step down from The Mariner Board of Directors. All of us at The Mariner thank Sandy for all of her years of hard work. We know that much of our success stems from her dedication and tremendous decision making. Sandy is still an active owner at The Mariner and will continue to assist us in operating the facility. Make sure you reach out and thank Sandy next time you see her at The Mariner! Thank You, Sandy!

***ALERT! IMPORTANT INFORMATION REGARDING THE 2021 TERMINATION DATE FOR INTERVAL UNIT OWNERSHIP AT THE MARINER***

*The following information reflects your Board's current understanding of this issue. We are committed to continuing our interval unit ownerships at The Mariner as long as possible and to providing you with additional information on this matter as it becomes available.*

All Mariner interval unit ownerships are subject to The Mariner Declaration of Condominium which was executed and recorded in 1981. That document provides that all of our interval unit ownerships TERMINATE in 2021 UNLESS, at a called owners meeting held not less than 30 days nor more than 60 days prior to the termination date, a quorum of 51% of the interval unit owners are represented and a majority of those owners vote to continue interval unit ownership. If such a vote fails to occur, then all interval unit ownerships will be TERMINATED, and unit owners become "tenants in common". It is our understanding that if interval unit ownership is terminated, we will no longer own or have access to our individual units and The Mariner most likely will be sold with any net proceeds distributed to the "tenants in common."

A copy of Article 17 of The Mariner Declaration of Condominium containing these termination provisions is available in the Owner's section of The Mariner website and in The Mariner's front office.

The Board is seeking legal advice as to options we may have to amend the termination process to make it more favorable to continuation of our interval unit ownerships. If such options are not available, we will develop plans to try to ensure that an adequate number of interval unit owners participate in the called 2021 owners meeting so that we have the opportunity to continue our interval unit ownerships at The Mariner.

### ***New Sign for The Mariner!***

We are anticipating that our new Mariner Beach Club sign will be installed in the near future. The old sign had become deteriorated and in very bad shape due to weather and age and became a safety issue. A temporary sign has been ordered and will be installed until a permanent sign is selected and built.

### ***OWNERS, GUESTS, VISITORS, & RENTERS: Welcome to The Mariner Beach Club!***

**Below are some helpful hints to make your stay, and others, safe and enjoyable:**

- Keep the parking area clear and personal items safe. Store items inside your unit and always lock your vehicle and your unit door. Any items left overnight in the common elements (parking lot, doorways, pool areas, walkways, etc.) will be subject to disposal.
- Please use the foot washes at poolside/beach access to wash off feet before entering the pools and building walkways.
- Always obtain an overnight parking permit for vehicles. Cars without permits will be ticketed and towed at owner's expense. Call the office to receive your parking pass.
- Save room for all guests - limit of one car per unit in the parking lot.

- Let's be safe: Pool decks are glass-free zones. Pool must be drained for any glass broken near or in a spa/pool.
- Please use diaper swimwear for untrained children as the pool must be drained for any accidents.
- Keep it clean: Food and beverages must remain on poolside tables rather than on the pool deck. Do not feed the birds or animals.
- Be courteous to your neighbors - quiet please from 10 pm to 7 am!
- Do not dispose of anything but toilet paper in the toilets especially baby wipes. We continue to have sewage problems because of this!

Please report any suspicious activity to the General Manager.



### ***FORE!***

Many of our guests and owners ask about golfing and which courses are convenient and affordable. An excellent option is to contact Jane at County Golf. This organization runs morning and afternoon shotguns every Monday and Thursday at some of the best public and private venues in the Tampa Bay Area! You can join the association for a nominal fee and partake in a share of winnings or just show up as visitors are always welcome. Fees range from \$40 to \$55 per round including carts and snacks. Contact Jane [cga@county.com](mailto:cga@county.com) or check out the website [www.countygolf.com](http://www.countygolf.com).

### ***Want to contact the board of directors?***

We hope that any issue and most questions you have can be answered by our office staff and our Manager. However, we realize that at times you may wish to communicate directly and exclusively with our board members. You can do this by using [bod@marinerbeachclub.com](mailto:bod@marinerbeachclub.com). These emails are monitored daily and are acknowledged and routed appropriately to the person who can best address your issue.

The majority of owner issues in 2016 dealt with the need for clarification of how owners go about determining what units may be for rent and the process for them to list their unit for rental. The office staff can help owners to refer queries to VRI but cannot always be current on rental status, since our management company, VRI, maintains a real-time database of rental units.

### ***Does The Mariner have sufficient reserve funds to maintain it in the future?***

This question gets asked a lot to our Board and Treasurer Larry Scalia. Of course, it is impossible to predict the future and every possible scenario going forward but your Board has developed a detailed Reserve Study listing over 200 items that need to be maintained. The latest update suggests that we have sufficient funding to keep The Mariner in tip top shape for the next 25 years barring any disasters. For a review of our reserve funding and reserve summary please check out the financials under the owner's section of The Mariner Beach Club Website!

### ***Hurricane Guide***

Hurricanes are frightening but can be survived with minimal impact given the proper preparation. Most people say it is not a question of if but when a hurricane may strike our area. Hurricane season is considered to be the six-month period starting June 1<sup>st</sup> through November 30<sup>th</sup> with the most active months being August and September. The Mariner Beach Club website has a complete hurricane guide to assist our visitors and owners in the event of such an occurrence.

Please take the time to read the helpful tips on how to prepare and weather such an event!

### ***What's Happening at The Mariner Beach Club?***

Can't attend our Board meetings but want to know what is going on at your resort? A weekly meeting held by the General Manager and usually a Board member is held almost every Tuesday at 10 am. Please look for notices regarding any changes to that schedule. The meetings are not held during the week of a Board Meeting. In addition, check out the owner's

section of The Mariner Beach Club Website for the notes and minutes of all meetings.

### ***We Can't Come to The Mariner this Year!***

There are many of our owners whose unit remains empty due to unusual or unplanned events. Although it is every owner's right to have their unit sit empty, it is also our obligation to make sure our owners know of all the options available to them!

1. The easiest option is to simply contact The Mariner front office and put the unit up for rent. Of course, the more time before your week comes up the more chance it will be rented.
2. You can bank your week with our management company, VRI, and then use the deposit to rent a week at a number of sites. To look at the rules and options available contact Trading Places at [www.tradingplaces.com](http://www.tradingplaces.com).
3. If you belong to Interval International or RCI the trading option is also available with their rules outlined at the appropriate websites.
4. You can view the Trip Advisor website to see if other Mariner owners or renters may be interested in renting your unit week.

For more information check The Mariner Beach Club website.

### ***Check Out Events Along the Beach and The City!***

There are many publications available, however one of the best is called the Beach Beacon which is published every Thursday. The Beach Beacon gives a good list of all the activities along the gulf from Clearwater to Pass a Grille. The publication is free and available along Gulf Blvd. or at [www.tbnweekly.com](http://www.tbnweekly.com) and it also lists the motion picture and live theater events for the Tampa Bay Area.

You may also visit The Mariner's web site and click on the Attractions tab. There you will find a wealth of information for not only the Tampa Bay area but also surrounding areas.

### **Major Mariner Beach Club Projects**

Maybe you've noticed a few changes around the property? Over the past few years, your Management and Board have been implementing a number of Capital Projects to not only improve The Mariner, but also maintain and update it. Some of the projects include:

- New Wi-Fi System
- New Web Site
- New BBQs and grilling station with natural gas connections
- New living room furniture
- New mattresses
- New pool and spa lighting
- New office furniture
- New Laundry equipment
- Resurface Parking lot
- Fascia repair
- Walkway re-finishing
- Roof Repairs
- Sewer line and stack repairs and relining

These do not include the day to day replacement of items that break, especially air conditioners and other appliances which are also charged to reserves.

In process are the following projects:

- New Mariner sign
- New security system
- New interior doors, Sliders and baseboards

In addition to these projects, the Board has considered a number of other possibilities including:

- Stair lifts to the second floor
- Public washroom
- Office re-model
- Geothermal Heating for pool and Spa
- Saline treatment for pool

Some of these are either cost prohibitive at this time or the advantages did not outweigh the disadvantages. We will continue to investigate other ways to improve the site and welcome all suggestions from our owners!

### **CanCare Clinic**

Many of our guests and owners are from Canada. Some have asked about medical care during their stay. Many are concerned about the cost of healthcare and whether or not their insurance will be accepted! We want to make sure all our vacationers have a healthy and happy stay. Although many clinics and medical facilities honor Canadian health insurance, there is one in the area that is specifically setup to service Canadians and other visitors. CanCare Clinic for Canadians and Visitors strives to provide quality Healthcare for Canadians and Travelers visiting or wintering in the Tampa Bay and St. Petersburg, Florida area. Check out their website at [www.cancareclinic.com](http://www.cancareclinic.com) or visit them at: **Bay Area Medical & CanCare Clinic**  
6399 38th Ave. N.  
St Petersburg, FL 33710  
727-384-6411

### **Bay Front Convenient Care Clinic**

The closest urgent care facility to The Mariner is the Bay Front Convenient Care Clinic at 1550 Pasadena Ave. South, South Pasadena. The facility is open 9 to 7 weekdays only. Serving Pinellas County for more than 30 years, Bayfront Health Convenient Care offer a wide range of healthcare services to treat conditions ranging from sudden onset illnesses to work or sport injuries, as well as diagnostic testing.

Call (727) 367-5666 or book an appointment online at [www.bayfrontclinics.com](http://www.bayfrontclinics.com).

### **Facebook**

Our Facebook usage continues to grow! Like The Mariner Beach Club on Facebook! Look for "Mariner Beach Club", friend us and you will be connected with other owners and receive information on the happenings at The Mariner. **Note** that there are two Mariner Beach Club Facebook pages. The Mariner's official page is the one with the picture of the iconic two palm trees. Talk to Jessica or Lexie at the front desk for more information!

### ***Suggestions***

Do you have suggestions to help enhance The Mariner? Feel free to call The Mariner's office or send your suggestions by email to either [gm@marinerbeachclub.com](mailto:gm@marinerbeachclub.com) or to [bod@marinerbeachclub.com](mailto:bod@marinerbeachclub.com).

### ***Receive the Newsletter by E-Mail***

Help us reduce the costs associated with producing and mailing the newsletter by giving us your email address. Just go to The Mariner's web site to update your owner's information including your email. Click on Owners Information and then click on Owners Change of Information to access this function. It's that simple!

### **Sales**

#### ***Want to Buy or Sell a Mariner Unit Week?***

The Board of Directors would like to remind you that Tony Carter is our **Exclusive Real Estate Agent** for Mariner Beach Club families. If you are thinking of buying or selling your unit(s) at The Mariner Beach Club, contact Tony! He is a licensed realtor in the state of Florida and a provider of outstanding customer service for over 25 years. He understands that real estate is not just a transaction but an important, personal decision that may need guidance. Tony is there to answer any questions and guide Mariner families through the process, whether buying for the first time, purchasing an additional unit/week, or needing to sell. Tony is a beach expert for any local real estate you may be interested in. Tony's office is located half mile from The Mariner at [5801 Gulf Boulevard](#) at RE/MAX Preferred.

Tony also provides the owners with a Wish List program. The Wish List is designed to allow you the opportunity to be notified when a specific week and/or unit becomes available through Tony's listings for The Mariner. Here is how the program works:

### **To be placed on the wish list:**

• Contact Tony giving him the week and/or specific unit. Simply do one of the following:

- Go to his website and fill out a wish list form. If you have already filled out a wish list form, no need to fill out another one. He has yours on file

-OR-

- Email Tony at [TonyCarter1@REMAX.net](mailto:TonyCarter1@REMAX.net) or [tcarter2013@gmail.com](mailto:tcarter2013@gmail.com) with the week and/or unit information

-OR-

- Phone Tony at direct line [262-894-8135](tel:262-894-8135) or office at [727-367-3636](tel:727-367-3636)

• Tony will then place you on the wish list in the order in which you contacted him regarding the specific week and/or unit

### **When a unit becomes available for sale:**

- Tony will contact the first person (by email and/or phone) on the wish list in the order in which they contacted him
- Tony will give that person 72 hours to respond
- If that person does not respond within 72 hours or the person advises Tony they are no longer interested Tony will move on to the next person on the list and give them 72 hours to respond.

To see units currently available visit Tony's website at: [www.TonyCarterRealtor.com](http://www.TonyCarterRealtor.com)

Tony Carter  
Exclusive Sales Agent for The Mariner Beach Club  
Licensed Realtor  
Re/Max Preferred  
5050 Gulf BLVD  
St. Pete Beach, FL 33706

**Mariner Calendar**

- Apr. 19, 2017 - Board meeting, Tides Beach Club, 9:00 am
- July 28, 2017 - Board Meeting, Tides Beach Club, 9:00 am
- Oct. 27, 2017 - Annual/Board meeting site to be determined, 9:00 am

**Board of Directors**

President

Joe Johnson

Vice President

Greg Maindonald

Treasurer

Larry Scalia

Secretary

Jim Bucci

Director

Bob Grunow



**Awarded "Best on Beach"  
6 years in a row!**



RCI  
SILVER CROWN  
RESORT



**Important Contact Information**

MBC Office .....	727-367-3721	VRI Web Site .....	vniresorts.com
MBC Office Fax .....	727-367-7245	VRI Reservations ....	866-261-5679 or 800-874-8770
MBC General Manager .....	Lynda Rucker	Trading Places (formerly VRI*ety.....)	888-203-1044
MBC GM's e-mail .....	<a href="mailto:gm@marinerbeachclub.com">gm@marinerbeachclub.com</a>	RCI .....	877-874-3334
MBC Front Desk e-mail .....		Billing and Collections .....	239-463-6111
	<a href="mailto:admin@marinerbeachclub.com">admin@marinerbeachclub.com</a>		
MBC BOD e-mail .....	<a href="mailto:bod@marinerbeachclub.com">bod@marinerbeachclub.com</a>		
MBC Web Site .....	marinerbeachclub.com	Hurricane & Fire Information .....	800-413-4926