



# Villa L'Auberge

A NEWSLETTER FOR VILLA L'AUBERGE HOMEOWNERS AND GUESTS

FALL/WINTER 2011



## The Quiet Zone Comes to Del Mar

What's the first thing you hear as you get settled into your room; the peaceful Pacific Ocean crashing on Del Mar beaches or that well-known train noise? Well, we've got some good news for you. Del Mar residents are now working to greatly reduce the sound of the train horns as they travel through Del Mar.

In September 2009, five volunteer Del Mar City residents, calling themselves the Quiet Zone Committee, introduced what are called Wayside Horns. The design is simple; instead of the trains blasting their horns in front of the Resort, a directional horn will be placed at the 15th Street intersection railroad crossing and sound every time a train is approaching. The project is estimated to cost \$378,000 and to date the Committee has raised

*(Continued on page 2)*

## Your Reserve Funds At Work

As we continue to strive to improve your Resort and vacation experience, Villa L'Auberge has been working on several facility updates and upgrades:

### Property Landscape

- We've added ferns, ficus plants, camellia bushes, daylilies and 12 flagstone steps near the north side of the East Building. This completes our landscape project, which has been ongoing since March 2011.

### Common Area

- New patio furniture was added to the common area near the barbecue in front of the West Building. It is made out of plastic with sling mesh, specifically for commercial hospitality use and has an estimated lifespan of 10-plus years.

### Fire Alarms

- Our fire alarm system was recently inspected and upgraded with new fire panels. Crossway Fire Company completed the inspection and installation, and moving forward will be monitoring our system at a savings.

We also have many improvements currently underway and continuing into the upcoming year:

The most exciting project now in progress is the unit upgrades. Planning

Design & Application Incorporated (PD&A), an expanded interior architectural design corporation out of Orange County, has been selected to oversee the design. Recently they completed projects at two of our sister properties; the lobby and hotel renovation at Carlsbad Inn and the lobby remodel at Grand Pacific Palisades.

The scheduled unit upgrades will include new carpet, window treatments, artwork, recliners and sleeper sofas. Your Board is working diligently to ensure the best color scheme and design is chosen. In conjunction with the unit upgrades, PD&A will identify new patio furniture to match the décor of the in-room furniture. In addition, all wood and metal surfaces will be painted to coordinate with the new patio furniture.

As always, it is our goal to ensure that Villa L'Auberge remain among the top resorts. We look forward to your next stay with us and hope you and your families have a wonderful holiday season.



# The Quiet Zone Comes to Del Mar

(Continued from page 1)

\$130,000, all from donations. At the direction of your Board, Villa L'Auberge has donated \$1,500 to help with this great project that will greatly reduce the train noise.

For more information on this wonderful project, please see the website at: [www.delmarquietzone.com](http://www.delmarquietzone.com)



## What's Happening At Villas

We strive to find different ways to keep Owners busy throughout their week. As you check-in to the Resort, you will receive a weekly activities guide that has events throughout San Diego ranging from the Farmers Market in Del Mar to the new Turtle Reef at SeaWorld.

You will also be contacted throughout the week so that we may assist with any needs you have such as providing directions, brochures and ideas for entertainment.

Perhaps on your last stay you noticed a small card near the welcome basket when you checked in. This is what Grand Pacific Resorts calls the Will You Let Us Know card which allows you to rate all aspects of your stay from the check-in process to the landscaping. It is important that we receive your feedback in order to implement changes that continually improve your vacation experience. Next time you visit Villa L'Auberge, please take a moment to fill out this important comment card!

Lastly, you'll see a welcome new addition during your next visit. Larry, a plastic owl, has been placed on the roof above Unit 610 to serve as a deterrent to the birds.

## O Canada!

### Grand Pacific Resort Management's Newest Resort at Panorama

Nestled in the Canadian Rockies within the Panorama Mountain Village, we welcome our newest resort property, Panorama in British Columbia.

Panorama Mountain Village is in a locale rich with rugged natural beauty and wildlife. Approximately three-and-a-half hours southwest of Calgary and close to Banff and Kootenay National Parks, this spectacular 53-unit property is perfectly situated for visitors to enjoy the outdoors all year long.

Surrounded by creeks, lakes, forests, and mountains, the resort offers an ongoing abundance of seasonal outdoor activities – many of them right on site. Well known for being an excellent ski mountain, Panorama boasts North America's longest vertical descents and the largest slope-side hot pools in all of Canada.

In winter months, choose from on-site downhill, cross-country, and heli-skiing. Strap on the snowshoes and hike in the woods. Summertime offers golf, tennis, horseback riding, rafting, hiking, cycling, nearby hot springs, and ATV excursions right outside your door.

In addition, there are pools, hot tubs, saunas, pubs, shops, restaurants, as well as special events for families and children.

And after a fun-filled day in the fresh air, stock up at the on-site general store, prepare a family dinner in the fully equipped kitchen and relax in front of your own roaring fireplace.

Grand Pacific Resort Management (GPRM) is honored to be Panorama's management company, and we look forward to serving our new family members in Panorama, Canada.

# Calendar of Local Events

Through October 31, 2011

## Bates Nut Farm Pumpkin Patch

You'll love coming out and having a picnic in the beautiful tree filled park and feeding the menagerie of farm animals. For over 30 years families have made it an annual tradition in October to come out to Bates 100-acre ranch in search of the perfect pumpkin. The Pumpkin Patch is the largest, oldest and most famous in San Diego County.

[www.batesnutfarm.biz](http://www.batesnutfarm.biz)

November 16 - 20, 2011

## San Diego Bay Wine and Food Festival

Indulge your senses, please your palate, and tantalize your taste buds this November, at the 8th Annual San Diego Bay Wine & Food Festival. Join over 9,000 fellow wine and food enthusiasts, along with 170 winemakers, 70 of San Diego's top chefs, gourmet food producers, authors, media personalities and celebrity chefs during the week-long celebration of all things gourmet.

[www.worldofwineevents.com](http://www.worldofwineevents.com)

November 18, 2011 - January 9, 2012

## Ice Skating Outdoors

It's our own version of the Rockefeller Center ice rink - the downtown ice rink at Horton Square is a perfect holiday setting,

nestled between Horton Plaza and the NBC 7/39 TV studios (can you see the Rockefeller Center parallels?). Bring the family downtown, in the evening, so you can bundle up in stocking caps and mittens, pretend you're Manhattanites and skate away.

[www.sdice.com/horton](http://www.sdice.com/horton)

November 24, 2011 – January 1, 2012

## Holiday of Lights

The Holiday of Lights at Del Mar is the largest animated drive-through light show on the west coast. Over 400 sparkling, twinkling, lively displays located around the racetrack at Del Mar will delight your family. Make it your holiday tradition.

[www.holidayoflights.com](http://www.holidayoflights.com)

December 11 & 18, 2011

## San Diego Annual Boat Parade of Lights

The dazzling boat parade of lights on San Diego Bay. Boats of all types and sizes are decorated in Christmas themes.

[www.sdparadeoflights.org](http://www.sdparadeoflights.org)

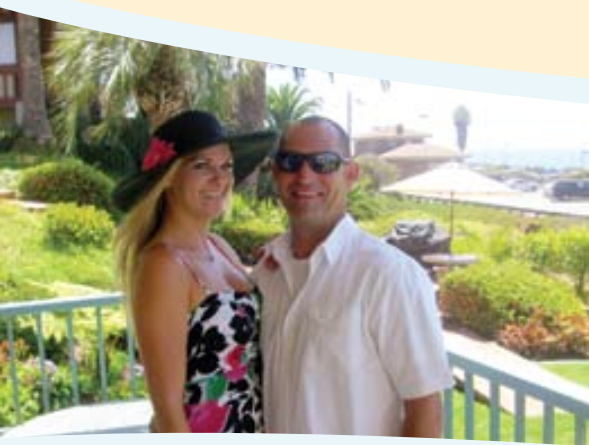
January through March 2012

## Southern Gray Whale Migration

Each year the migrating gray whales travel along our coastline to Baja California. Get close and personal with these huge mammals just right off our coast.

[www.newportwhales.com](http://www.newportwhales.com)

*\*Event dates and times are subject to change.*



## What's New at Owner Services Vacation 101 Webinar

Sign Up for a Complimentary Vacation 101 Webinar  
in the Comfort of Your Own Home!

Want to learn how to make the most of your new timeshare ownership? Sign up for a free **Vacation 101 webinar** without leaving your home\* - all you need is a computer and plenty of questions! Please contact **Owner Services at 888-477-6967** to reserve your spot. Please see the schedule below for a list of dates and times. Seats are limited so hurry!

### RCI Weeks Class Schedule

November 15, 2011  
at 2pm PST

Contact Owner Services at 888-477-6967  
and Reserve your Spot Today!

*\*An email notification will be sent via email for webinar setup instructions.  
For additional questions, please contact Owner Services.*



## Be an Active Owner! Learn About:

- Ownership Types/Benefits
- Reservation Procedures
- Fixed/Float Weeks
- Exchange Options
- Owner Perks – ResorTime.com
- Q&A Session
- ...And More!



GRAND PACIFIC RESORT MANAGEMENT  
Our Experience... Your Success

## Here We Grow!

We at Grand Pacific Resort Management like to think of ourselves as a family – of owners, team members and resorts. And, we are a growing family to boot. With 15 resort locations you now have more options for memorable vacations with your family.

Do you own at another property that could benefit from the professional, yet personal management style of Grand Pacific Resort Management? Have you traveled to another resort you would like to see as part of our family or have you exchanged into a resort that could use some extra love? Please let us know. If they join our growing family, you and your fellow owners will reap the rewards of more variety with RCI internal exchange priorities, the availability of the Bonus Time Network, as well as access to Grand Pacific Exchange (GPX).

If you know of a resort that you believe would benefit from Grand Pacific Resort Management, please email Guy Hall, Director of New Business Development, ghall@gpresorts.com, or call him at 760-550-8005.

Now you have quick and **EZAccess** to your personal account information online at [www.advancedfinco.com](http://www.advancedfinco.com)

Just click the Submit button under EZ Access and then complete your three personal account verification fields and you're in!

That's it! You'll have access to your general account information, payment history and any payment due amounts. You can even print out a copy for your records.

In addition, you'll be able to schedule a payment FREE of any convenience fees with a few simple clicks.

**EZAccess**  
For Account Info and Payment

**EZPay** *Fast, Easy and Secure*

Account Number:

Payment Amount: \$

Payment Date:

Payment Type:  Loan  Maintenance Fee

**ADVANCED**  
FINANCIAL COMPANY

800-234-6222  
[www.advancedfinco.com](http://www.advancedfinco.com)

## Sunday to Sunday Use Week Calendar

To access this use week calendar online, please go to [www.grandpacificresorts.com/owners/use\\_week\\_calendar.aspx](http://www.grandpacificresorts.com/owners/use_week_calendar.aspx)

Week #	2012	2013	2014
1	Jan.1-Jan.8	Jan.6-Jan.13	Jan.5-Jan.12
2	Jan.8-Jan.15	Jan.13-Jan.20	Jan.12-Jan.19
3	Jan.15-Jan.22	Jan.20-Jan.27	Jan.19-Jan.26
4	Jan.22-Jan.29	Jan.27-Feb.3	Jan.26-Feb.2
5	Jan.29-Feb.5	Feb.3-Feb.10	Feb.2-Feb.9
6	Feb.5-Feb.12	Feb.10-Feb.17	Feb.9-Feb.16
7	Feb.12-Feb.19	Feb.17-Feb.24	Feb.16-Feb.23
8	Feb.19-Feb.26	Feb.24-Mar.3	Feb.23-Mar.2
9	Feb.26-Mar.4	Mar.3-Mar.10	Mar.2-Mar.9
10	Mar.4-Mar.11	Mar.10-Mar.17	Mar.9-Mar.16
11	Mar.11-Mar.18	Mar.17-Mar.24	Mar.16-Mar.23
12	Mar.18-Mar.25	Mar.24-Mar.31	Mar.23-Mar.30
13	Mar.25-Apr.1	Mar.31-Apr.7	Mar.30-Apr.6
14	Apr.1-Apr.8	Apr.7-Apr.14	Apr.6-Apr.13
15	Apr.8-Apr.15	Apr.14-Apr.21	Apr.13-Apr.20
16	Apr.15-Apr.22	Apr.21-Apr.28	Apr.20-Apr.27
17	Apr.22-Apr.29	Apr.28-May 5	Apr.27-May 4
18	Apr.29-May 6	May 5-May 12	May 4-May 11
19	May 6-May 13	May 12-May 19	May 11-May 18
20	May 13-May 20	May 19-May 26	May 18-May 25
21	May 20-May 27	May 26-Jun.2	May 25-Jun.1
22	May 27-Jun.3	Jun.2-Jun.9	Jun.1-Jun.8
23	Jun.3-Jun.10	Jun.9-Jun.16	Jun.8-Jun.15
24	Jun.10-Jun.17	Jun.16-Jun.23	Jun.15-Jun.22
25	Jun.17-Jun.24	Jun.23-Jun.30	Jun.22-Jun.29
26	Jun.24-Jul.1	Jun.30-Jul.7	Jun.29-Jul.6
27	Jul.1-Jul.8	Jul.7-Jul.14	Jul.6-Jul.13
28	Jul.8-Jul.15	Jul.14-Jul.21	Jul.13-Jul.20
29	Jul.15-Jul.22	Jul.21-Jul.28	Jul.20-Jul.27
30	Jul.22-Jul.29	Jul.28-Aug.4	Jul.27-Aug.3
31	Jul.29-Aug.5	Aug.4-Aug.11	Aug.3-Aug.10
32	Aug.5-Aug.12	Aug.11-Aug.18	Aug.10-Aug.17
33	Aug.12-Aug.19	Aug.18-Aug.25	Aug.17-Aug.24
34	Aug.19-Aug.26	Aug.25-Sep.1	Aug.24-Aug.31
35	Aug.26-Sep.2	Sep.1-Sep.8	Aug.31-Sep.7
36	Sep.2-Sep.9	Sep.8-Sep.15	Sep.7-Sep.14
37	Sep.9-Sep.16	Sep.15-Sep.22	Sep.14-Sep.21
38	Sep.16-Sep.23	Sep.22-Sep.29	Sep.21-Sep.28
39	Sep.23-Sep.30	Sep.29-Oct.6	Sep.28-Oct.5
40	Sep.30-Oct.7	Oct.6-Oct.13	Oct.5-Oct.12
41	Oct.7-Oct.14	Oct.13-Oct.20	Oct.12-Oct.19
42	Oct.14-Oct.21	Oct.20-Oct.27	Oct.19-Oct.26
43	Oct.21-Oct.28	Oct.27-Nov.3	Oct.26-Nov.2
44	Oct.28-Nov.4	Nov.3-Nov.10	Nov.2-Nov.9
45	Nov.4-Nov.11	Nov.10-Nov.17	Nov.9-Nov.16
46	Nov.11-Nov.18	Nov.17-Nov.24	Nov.16-Nov.23
47	Nov.18-Nov.25	Nov.24-Dec.1	Nov.23-Nov.30
48	Nov.25-Dec.2	Dec.1-Dec.8	Nov.30-Dec.7
49	Dec.2-Dec.9	Dec.8-Dec.15	Dec.7-Dec.14
50	Dec.9-Dec.16	Dec.15-Dec.22	Dec.14-Dec.21
51	Dec.16-Dec.23	Dec.22-Dec.29	Dec.21-Dec.28
52	Dec.23-Dec.30	Dec.29-Jan.5	Dec.28-Jan.4
53	Dec.30-Jan.6	-----	-----



## Introducing Family Bundle An Owner Premier Membership Bundle of Benefits!

GPR Owners, take advantage of our new Family Bundle Plan that extends Bonus Time Network (BTN) privileges to adult (over 21) immediate family members.

It's a great way for owners to engage their children in the timeshare experience: your ownership becomes a family affair! The Family Bundle is exclusive only to Owner Premier Members and allows your future generations to share the advantages of ownership.

### Owner Premier Membership – Family Bundle

- Exclusive Only for Timeshare Owners
- Adult (Over 21) Children Have Full Benefits

### Owner Premier Membership Benefits

- BTN Rates Apply for Adult Children Members

### Getting Started

- Fast and Easy
- Go to: [www.resortime.com/familybundle](http://www.resortime.com/familybundle) for full details
- Or call **877-518-0487**

## BTN Ambassador Spotlight – Fall 2011

**MEMBER:** Bob C.  
**HOME:** San Clemente, CA  
**OWNS AT:** Carlsbad Seapointe Resort  
**LOYAL MEMBER SINCE:** 1997  
**USES BTN RESERVATION CENTER FOR:** Leisure Vacation  
**BOOKS BONUS TIME IN:** San Diego, Santa Fe, Napa, San Clemente and Carlsbad

*"I use the BTN to add extra rental nights onto exchange vacations all over the world. I count on Janine Coursey to help me plan all my travel, especially my 80th birthday family reunion at Carlsbad Seapointe. She arranged extra nightly rooms for nearly a dozen of my family and we had a great time!"*

As our Family Reunion Ambassador Bob C. is being granted a certificate for a free one-week resort stay. Congratulations!

## GPX Your Internal Exchange Program

Did you know that you are automatically a Member of Grand Pacific Exchange (GPX)?

### Exclusive Member Benefits:

- No Annual Membership Fee
- GPR Owners only
- Direct internal exchange to all GPR Resorts
- Other locations: US, Caribbean, Hawaii, Australia, Europe, Mexico & more!
- Personalized Customer Service travel experts a phone call away!
- Manage your account, deposit, search and exchange all online 24/7

### 3 Easy Steps to get Your FREE GPX Account Activated

1. Visit [www.gpxvacations.com/login.html](http://www.gpxvacations.com/login.html)
2. Complete your GPX Account Activation
3. Receive your GPX Member Number and password - start searching!

For assistance call **877-254-4866** M-F 8a-6p or SA 8a-4p.

## GPX SPECIAL OFFER Save \$50 on your next exchange!

Bank your 2012/2013 Owner Use Week with GPX by 11/15/2011 and get a \$119 exchange fee – Retail \$169.

Mention code: **11fall99**



## Banking Too Many Weeks? Try Renting!

Use your existing banked weeks to find your dream vacation and consider renting your future weeks through the GPR Owner Rental Department.

### Rental Program Benefits:

- No upfront fees
- Receive payment two weeks after your checkout date.
- Set it and forget it! Opt-in to have your week banked with GPX if it doesn't rent. Exchange your week later for only \$99!

Listing your week for rent is easy! Simply confirm your reservation dates and submit a rental agreement online. We'll do the rest.

Visit [www.gpresorts.com/rentmyweek](http://www.gpresorts.com/rentmyweek) for details or call **800-831-3027** to speak to an agent today.

# Our Recent Addition to Grand Pacific Resorts is A Real "Retreat"

If you've ever longed to escape into a tranquil mountain setting with babbling brooks, beautiful forests and endless wildlife, Mountain Retreat is the place.

This recent addition to the Grand Pacific Resort Management family rests 4500 feet up in the Sierra Mountains in the quaint historic mining town of Arnold, California. Located in the heart of California's Gold Country, just a few miles from Big Trees State Park, and surrounded by the area's finest golfing, The Sequoia Woods Golf Course, this resort is a "hidden gem".

Mountain Retreat, an RCI Gold Crown resort, offers a myriad of activities to partake in such as award-winning wineries (try the zinfandel!), open air concerts and all things outdoors - hiking, kayaking, rock climbing, trout fishing, boating, and even panning for gold!



For all you winter enthusiasts, Bear Valley Ski Resort is just down the road and there are an abundance of cross-country ski trails and snowmobile parks. Mountain Retreat has a little something for everyone including wood burning fireplaces just perfect to curl up with a book.

We are excited to have Mountain Retreat part of the Grand Pacific Resort Management family of resorts and look forward to taking this resort to new heights.

**Villa L'Auberge**  
1540 Camino Del Mar  
Del Mar, CA 92014  
800-284-5379  
[www.villalauberge.com](http://www.villalauberge.com)  
Facebook: Villa L'Auberge Resort

**Owner Services**  
5900 Pasteur Ct., Ste. 200  
Carlsbad, CA 92008  
888-477-6967  
*\*International Owners 760-827-4100*

**Grand Pacific  
Resort Management**  
5900 Pasteur Ct., Ste. 200  
Carlsbad, CA 92008  
760-431-8500

**Assessment, Billing  
& Collection**  
800-234-6222  
[www.advancedfinco.com](http://www.advancedfinco.com)

**ResorTime.com**  
Your Bonus Time  
Network Reservation Center  
877-879-6805  
[ResorTime.com/GPR](http://ResorTime.com/GPR)

Grand Pacific Resort Services, L.P.  
5900 Pasteur Court, Ste. 200  
Carlsbad, CA 92008



RETURN SERVICE REQUESTED

FIRST-CLASS  
U.S. POSTAGE  
PAID  
Reno, NV  
Permit No. 379



# Villa L'Auberge Meeting Minutes

## Tuesday, May 3, 2011 – Board of Directors' Special Budget Meeting

### I. CALL TO ORDER/ROLL CALL

President Beth Doehler called the meeting to order at 5:30pm. Board members in attendance were Beth Doehler, Debbie Drastrup, and Paul Justen. Scott Weisenberger and Randy Russell were unable to attend. Representing management were Doreen Bechard, Regional Director of Resort Operations; Robert Collins, Resort Manager and Leon Martin, Coronado Beach Resort Manager. Hayley Hughes took the minutes.

### II. REVIEW OF 2011/2012 OPERATING BUDGET

The Board reviewed and discussed the proposed

2011/2012 operating budget with a 3.5% increase to the overall assessment. This equates to \$265 to Reserves and \$580 to Operating with a total of \$845 for Maintenance Fees.

On motion of Beth Doehler, seconded by Debbie Drastrup, the 2011/2012 operating budget was unanimously approved as presented.

### III. ADJOURNMENT

On motion of Paul Justen, seconded by Beth Doehler, the meeting adjourned at 5:36pm.

## Tuesday, June 7, 2011 – Board of Directors' Meeting

### I. CALL TO ORDER/ROLL CALL

President Beth Doehler called the meeting to order 5:35pm. Board members in attendance were Paul Justen, Beth Doehler, Randy Russell, Scott Weisenberger and Debbie Drastrup. Representing Management were Nigel Lobo, Vice President of Resort Operations; Doreen Bechard, Regional Director; Robert Collins, Resort Manager and Cindy Jacques, Insurance Manager. Lois Sklar took the minutes.

### II. APPROVAL OF MINUTES OF PREVIOUS MEETING

On motion of Beth Doehler, seconded by Debbie Drastrup, the minutes of the March 8, 2011, Board of Directors' Meeting were unanimously approved. On motion of Beth Doehler, seconded by Debbie Drastrup, the minutes of the May 3, 2011 Budget Meeting were approved (Randy Russell abstained).

On motion of Beth Doehler, seconded by Scott Weisenberger, the agenda was taken out of order.

### VI. NEW BUSINESS

#### A. Insurance Update

Cindy Jacques, Insurance Manager, presented an overview of the general liability (property/casualty), Umbrella (excess liability), Directors and Officers, Fidelity, Employment Practices Liability and Workers' Compensation policy renewals.

Management was requested to provide the most current experience mod for the resort and a report on why the resort's Workers' Compensation cannot qualify for a classification with a lower rate.

### III. RECORD OF UNANIMOUS WRITTEN CONSENT

The Board affirmed, approved and ratified the following resolutions, previously approved by unanimous consent, and authorized that they be read into the record, and added to the minutes, as follows:

WHEREAS, the Board of Directors recognizes that there are two (2) Owners who have been delinquent on their HOA fees for a substantial period of time,

And whereas, the Board of Directors recognizes the

importance to the Association of having a strong Owner base with dues paying members,

THEREFORE RESOLVED, that the Board of Directors hereby approves the foreclosure of the attached list of delinquent weeks.

WHEREAS, the Board of Directors recognizes that the Assessment, Billing and Collection policy as approved by the Board allows the Association to record and foreclose on claims of assessment of lien regarding delinquent Owner accounts,

AND WHEREAS, the Board of Directors recognizes the importance to the Association of foreclosing on delinquent accounts in order to make these weeks available for sale to new dues paying Owners,

THEREFORE RESOLVED, that the Board of Directors hereby authorizes Management to proceed with foreclosures on defaulted weeks in accordance with the Assessment, Billing and Collection policy.

### IV. MANAGEMENT REPORTS

On unanimous consent, the Board accepted the Management reports as submitted relating to Front Desk, Maintenance and Housekeeping, Activities, Landscaping, Going Green, Guest Satisfaction Scores, HOA Units for Sale, Reserves, Financials and Delinquency.

### V. OLD BUSINESS

#### A. Action Items

All action items from the March 8th Board meeting and March 12th Annual meeting were completed. Guest parking spaces are now labeled on the parking permit.

#### B. Wayside Horns

The City of Del Mar is in the process of getting donations in order to place the train horns at the crossing instead of on trains, which will significantly lower the decibels and mitigate the noise. Management was requested to place an article in the next newsletter and updates in the units informing Owners of the project. In addition, Management will research the amount collected to date in donations for report to the Board.

(Continued on back.)



# Villa L'Auberge Meeting Minutes

## Tuesday, June 7, 2011 – Board of Directors' Meeting *(Continued)*

### C. Patio Furniture

The original quote obtained for new patio furniture was only valid through 2010 and has significantly increased. It was advised that the design firm that is creating an overall look for the units will also make recommendations for patio furniture and color of the railing for a consistent look.

agreed that it was too costly and would create one unit that is different from the rest. A special meeting will be scheduled for review and approval of the final design.

### VI. NEW BUSINESS

#### B. Unit Upgrades

The Board reviewed the design and renovation schedule for installation for the unit upgrades. It is anticipated that installation will be done in December 2011. There was discussion whether to create a model unit and the Board

### VII. OTHER BUSINESS

#### A. Owner Forum/Correspondence

There was no Owner forum or correspondence.

#### B. Executive Session

There was no Executive Session

### VIII. ADJOURNMENT

On motion of Randy Russell, seconded by Paul Justen, the meeting adjourned at 6:10pm.

## Tuesday, September 6, 2011 – Board of Directors' Meeting

**DRAFT MINUTES**

### I. CALL TO ORDER/ROLL CALL

President Beth Doehler called the meeting to order at 5:30pm. Board members in attendance were Beth Doehler, Scott Weisenberger and Debbie Drastrup. Paul Justen and Randy Russell were unable to attend. Representing Management were Nigel Lobo, Vice President of Resort Operations; Doreen Bechard, Regional Director and Robert Collins, Resort Manager. Hayley Hughes took the minutes.

determine if a special meeting is needed to approve the concept design.

On motion of Beth Doehler, seconded by Scott Weisenberger, the proposed \$10,000 contract with PD&A was unanimously approved with a \$350 maximum for out of pocket expenses unless otherwise approved by the Board.

### II. APPROVAL OF MINUTES OF PREVIOUS MEETING

On motion of Beth Doehler, seconded by Debbie Drastrup, the minutes of the June 7, 2011, Board of Directors' Meeting were unanimously approved.

### VI. NEW BUSINESS

#### A. Appointment of Election Committee

The Board discussed appointment of the Nominating/Election Committee. On motion of Beth Doehler, seconded by Scott Weisenberger, Debbie Drastrup was unanimously appointed Chair of the Committee. Further, Drs. Ann Duncan and Nancy Sprotte were unanimously appointed to serve on the Committee. Additionally, the Board approved the 2012 Election Rules in concept based on 2011.

### III. MANAGEMENT REPORTS

On unanimous consent, the Board accepted the Management reports as submitted relating to Front Desk, Maintenance and Housekeeping, Activities, Landscaping, Going Green, Guest Satisfaction Scores, HOA Units for Sale, Reserves, Financials and Delinquency.

### VII. OTHER BUSINESS

#### A. Owner Forum/Correspondence

There was no Owner forum or correspondence.

#### B. Executive Session

There was no Executive Session

### IV. OLD BUSINESS

#### A. Action Items

All action items from the June 7th Board meeting were completed.

#### B. PD&A Proposal

The revised PD&A proposal was reviewed. The Board discussed adding a maximum for out of pocket expenses. PD&A's intention is to have the work completed by December 4, 2011. Management will

### VIII. ADJOURNMENT

On motion of Beth Doehler, seconded by Debbie Drastrup, the meeting adjourned at 5:45pm.

## Upcoming Meeting Dates

Tuesday, December 6, 2011 - 5:30pm, Grand Pacific Plaza

Tuesday, March 6, 2012 - 5:30pm, Grand Pacific Plaza

Saturday, March 10, 2012 - 11am,

**Annual Owners Meeting**, Grand Pacific Palisades

Saturday, March 10, 2012, Organizational Meeting  
(immediately following the Annual Meeting)

Tuesday, May 1, 2012 - 5:30pm, Grand Pacific Plaza  
(Budget Meeting)

Tuesday, June 5, 2012 - 5:30pm, Grand Pacific Plaza

# Board of Directors NOMINATION



The Annual Meeting of the Villa L'Auberge will take place on March 10, 2012. There are three (3) Board of Director seats open this year. Below is the information your Board of Directors needs to place your name in nomination for the Board Member Election. The space available on the meeting notice is limited, so DO NOT SEND A RESUME. Please try to limit your input to the space provided on this form. If you need more space, you may attach an additional page to this form.

*In order to ensure your name is placed in nomination and appears on the proxy for consideration by your fellow members, this nomination form must be postmarked **NO LATER THAN DECEMBER 16, 2011** (Certified, return receipt requested)*

Name: \_\_\_\_\_ Home Phone: ( ) \_\_\_\_\_  
Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Education: \_\_\_\_\_  
Qualifying Experience: \_\_\_\_\_  
Objectives: \_\_\_\_\_

Please fill out and fold this form as indicated, affix postage and postmarked by December 16, 2011.

FOLD HERE

FOLD HERE

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

PLACE  
POSTAGE  
HERE

Vice President of Resort Operations  
PO Box 4403  
Carlsbad, California 92018-9986

For California State income tax purposes, the Association is taxed on all net income from non member activities reduced only by losses from non member activities for which a profit motive exists. Non member income may not be offset by member losses. Any net member income is not subject to taxation. The tax rate for Association net taxable income is 8.84%. Federal and state income taxes for 2011 were \$2,394.

IRS regulations provide for a three year statute of limitations after which an entity is no longer subject to examination by the Internal Revenue Service. Tax years open under the statute of limitations for Villa L'Auberge Del Mar Owners Association are 2009, 2010, and 2011.

**NOTE 6 - SIGNIFICANT GROUP CONCENTRATIONS OF CREDIT RISK:**

The Association maintains bank accounts at various financial institutions. Balances in these accounts may occasionally exceed the FDIC federally insured amount of \$250,000. Funds maintained in brokerage accounts are not federally insured, but are privately insured by the SIPC (Securities Investors Protection Corporation).

Management believes the Association is not exposed to any significant credit risk related to cash.

**NOTE 7 – SUBSEQUENT EVENTS:**

The financial statements were available to be issued on and subsequent events were evaluated through August 18, 2011.

**Supplemental Information on Replacement Fund Balances**

For the Year Ended June 30, 2011 (Unaudited)

The Board of Directors commissioned a study in 2009 to estimate the remaining useful lives and the replacement costs of the components of common property. The Association has assessed the present condition of all common area components; estimated replacement costs relying upon published data, contractor's or engineer's estimates, and previously paid amounts; and estimated remaining lives, relying upon consultants or published data. Funding has been provided using a pooled calculation with provisions for inflation of 2.5%, interest earnings of 4.0%, and a provision for taxes of 30%.

The following table is based on the study and presents significant information about the components of common property. Due to the nature of the repairs to the resort resulting from water intrusion, actual expenditures may vary from the estimates contained in the reserve study and these variations may be material.

Component	Estimated Remaining Useful Lives	Estimated Current Replacement Cost	6/30/11 Balance*	2012 Annual Funding
Exteriors	0-24	\$233,945		\$29,988
Interiors	0-20	1,006,742		122,471
Other	0	7,100		7,371
<b>Totals</b>		<b>\$1,247,787</b>	<b>\$450,188</b>	<b>\$159,830</b>

\* Detail information is not provided in the study

See Auditor's Report

**Board of Directors**

**Beth Doehler, President**  
PO Box 2072, Monrovia, CA 91017  
(760) 827-4415

**Debbie Drastrup, Vice President**  
2915 Sondra Court, Carlsbad, CA 92009  
(760) 603-3200

**Randy Russell, Treasurer**  
960 Birmingham Drive, Corona, CA 92881

**Scott Weisenberger, Director**  
5900 N. Homestead Lane, Paradise Valley, AZ 85253

**Paul Justen, Director**  
3011 Overlook Drive, Bloomington, MN 55431



DEL MAR OWNERS ASSOCIATION, INC.

1540 Camino Del Mar, Del Mar, CA 92014

**Auditor's Report  
Financial Statements and  
Supplemental Information**

June 30, 2011

**Table of Contents**

Independent Auditor's Report..... Page 1

Balance Sheet ..... Page 2

Statement of Revenues  
and Expenses and  
Changes in Fund Balances ..... Page 3

Statement of  
Cash Flows ..... Page 4

Notes to  
Financial Statements ..... Pages 5-7

Supplemental Information  
on Replacement Fund Balances..... Page 7



## Independent Auditor's Report

### Board of Directors and Members

Villa L'Auberge Del Mar Owners Association  
Carlsbad, CA

I have audited the accompanying balance sheet of Villa L'Auberge Del Mar Owners Association as of June 30, 2011 and the related statements of revenues and expenses and changes in fund balances, and cash flows for the year then ended. These financial statements are the responsibility of the Association's management. My responsibility is to express an opinion on these financial statements based on my audit.

I conducted my audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. I believe that my audit provides a reasonable basis for my opinion.

In my opinion, the financial statements referred to in the first paragraph above present fairly, in all material respects, the financial position of Villa L'Auberge Del Mar Owners Association as of June 30, 2011 and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Accounting principles generally accepted in the United States of America require that the supplementary information regarding replacement fund balances on page 7 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Financial Accounting Standards Board who consider it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. I have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. I do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

*Porter & Company*

August 29, 2011

and estimates of replacement fund components relating to useful life, replacement cost, inflation rates, and tax rates. Actual results could differ from those estimates.

### Lines of Business

The Association conducts only one line of business, which is providing management services to its members. This consists primarily of maintenance of the common areas and related administrative functions.

### NOTE 2 – MANAGEMENT COMPANY

The Association is operated under a management agreement with a professional property management company, Winners Circle Resort Management, Inc. (WCRM), a California corporation. On January 1, 2007, this management contract was assigned to Grand Pacific Resort Services, L.P. (GPRS), a California Limited Partnership. The Association's management fee budget is within guidelines established by the California Department of Real Estate. Management fees under this agreement were \$34,917 for the year ended June 30, 2011 and are included in fixed expenses.

In addition, the Association compensates GPRS and other affiliated companies for other services provided, including but not limited to assessment billing and collection, accounting and computer services, file and reservation system maintenance, owner relations service and coordination of Board of Directors and member meetings. The Association pays \$500 to GPRS for the coordination of each Board of Directors and member meeting. The Association also reimburses GPRS for any out of pocket expenses paid. The resort manager is an employee of GPRS.

In 2010 the Association entered into an additional agreement with GPRS regarding centralized management of resort interval inventory for the purpose of maximizing utilization through owner use, exchange use, and rental of unused nights. Under this agreement, GPRS guarantees the Association's budgeted rental revenue. GPRS pays the Association any portion of their budgeted rental revenues not earned and if the Association collects amounts in excess of the budgeted amount, the surplus is paid to GPRS.

As of June 30, 2011, the Association had a net payable to GPRS and other affiliated companies of \$1,000.

### Unpurchased Vacation Intervals

In March 2011 Advanced Commercial Corporation (ACC), a related party of the management company, became responsible for the marketing and sale of foreclosed intervals, intervals owned by the Association, and intervals owned by ACC. In exchange for paying all the costs associated with the sales and marketing of these intervals, maintenance fees on the unsold intervals are waived until the interval is sold. As of June 30, 2011, there were five unsold intervals.

### NOTE 3 – CONTRACTED SERVICES

The Association contracts with the L'Auberge Del Mar Resort and Spa, adjacent to Villa L'Auberge, for various support services, including front desk, housekeeping, security, guest services, and maintenance. Under the agreement, the Association paid \$11,399.62 per month for these services through June 30, 2011. Contracted cost will increase by 2% for the 2011-2012 year.

### NOTE 4 - REPLACEMENT FUND AND RESTRICTED CASH:

The Association's governing documents require funds to be accumulated for the replacement of its common areas and for general operations. Such funds are intended to provide for the cost of future replacement, repairs and maintenance when it is estimated that such items are needed.

It is the Association's policy to fund its reserves on a monthly basis. The Association annually reviews its reserve funding program. The last review was performed as part of the budget process for the current year.

Actual expenditures may vary from estimated amounts and variations may be material. Therefore, amounts accumulated in the replacement fund may not be adequate to meet future needs. The Association updates cost data annually. Cash balances in amounts equal to the designated capital reserves represent cash restricted for this purpose only.

### NOTE 5 - INCOME TAXES:

The Association qualifies as a tax exempt Homeowners Association for all income and expenses related to its exempt function purpose of the acquisition, construction, management, maintenance and care of Association property. The net nonexempt income from earned interest is taxed at 32% by the Federal Government, if the Association elects to file Form 1120-H, which it has done for the current year.

# Notes to Financial Statements

For the Year Ended June 30, 2011



DEL MAR OWNERS ASSOCIATION, INC.

## Balance Sheet

As of June 30, 2011

### NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES:

#### Organizational Data

Villa L'Auberge Del Mar Owners Association, Inc. (the Association) was incorporated on March 21, 1990 as a California mutual benefit corporation with the specific and primary purpose of promoting the interests and welfare of the owners of vacation intervals situated in the project known as Villa L'Auberge in Del Mar, California. The Association is comprised of 12 condominium units, or 612 timeshare intervals.

The Association's by-laws state that each vacation interval owner is subject to basic, special and personal charge assessments by the Association.

#### Accounting Method

The Association maintains its books of account on the accrual basis of accounting. Under this method of accounting, revenue is recognized when assessments are earned, or billed, and expenses are recognized when goods or services are received, whether paid or not.

#### Fund Accounting

The Association has segregated its activities into two funds; the operating fund, and the replacement fund. The operating fund accounts for all current operating transactions of the Association. The replacement fund accounts for member capital contributions, which are accumulated in separate bank accounts to provide for the future repair and replacement of the Association's common areas.

#### Cash and Cash Equivalents

For purposes of the statement of cash flows, cash and cash equivalents include cash on hand, funds on deposit with financial institutions, and investments with original maturities of three months or less.

#### Assessments & Assessments Receivable

Assessments receivable at June 30, 2011 consist principally of advance assessment billings for the year ending June 30, 2011. Accordingly, an allowance for doubtful accounts has not been established as of June 30, 2011. Receivables are determined to be past due and are written off as bad debt after one year.

For the year ended June 30, 2011, each vacation membership owner was assessed \$816.16, inclusive of the replacement fund assessment.

#### Property, Equipment and Depreciation

Real property common areas acquired by the original vacation interval owners from the developer, and replacements and improvements thereto, are not capitalized on the Association financial statements as they are owned by the individual owners and not the Association.

It is the Association's policy that personal property, exclusive of unit furniture, is capitalized at cost and depreciated over the estimated useful lives of the items purchased, using the straight line method of depreciation. No personal property is capitalized at this time.

Common areas are restricted to use by Association members, their tenants, and guests. The Association is responsible for the preservation and maintenance of the common areas.

Common area property not capitalized on the financial statements consists of buildings, interior furnishings and decorations, and exterior stairway, boiler, gates, and roof replacements.

#### Allowance for Doubtful Accounts and Bad Debt Expense - Net

All assessments are due and payable within ten days after the interval owner is billed. Interest, at rates determined by the Board, is charged on delinquent assessments. The Association may suspend rights and privileges of interval owners with delinquent assessments as defined in the by-laws. The Association's policy is to write-off all unpaid assessment receivables not collected by June 30th of the year in which the assessment pertains. Subsequent collection is recognized as a bad debt recovery in the year received, which is netted with bad debt expense on the statement of revenue, expenses and changes in fund balance (deficit).

#### Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Estimates included in the preparation of these financial statements include estimated bad debts,

See Auditor's Report

	Operating Fund	Replacement Fund	Total
<b>Assets</b>			
Cash	\$ 156,643	\$ 447,893	\$ 604,536
Assessments Receivable, Net	252,460	106,098	358,558
Prepaid Insurance	14,533	-	14,533
Other Prepaid Expenses	16,276	-	16,276
Prepaid Income Taxes	953	-	953
Other Assets	2,037	2	2,039
Due To / From Related Parties	(601)	(399)	(1,000)
Due To / From Other Fund	(57,449)	57,449	-
<b>Total Assets</b>	<u>\$384,852</u>	<u>\$611,043</u>	<u>\$995,895</u>

### Liabilities and Fund Balances

Accounts Payable	\$ 28,209	\$ -	\$ 28,209
Accrued Expenses	3,369	-	3,369
Prepaid Assessments	121,387	54,757	176,144
Deferred Assessments	230,673	106,098	336,771
<b>Total Liabilities</b>	<u>383,638</u>	<u>160,855</u>	<u>544,493</u>
Fund Balances	1,214	450,188	451,402
<b>Total Liabilities and Fund Balances</b>	<u>\$384,852</u>	<u>\$611,043</u>	<u>\$995,895</u>

See Auditor's Report

The notes to the financial statements are an integral part of this statement



DEL MAR OWNERS ASSOCIATION, INC.

## Statement of Revenues and Expenses and Changes in Fund Balances

For the Year Ended June 30, 2011

	Operating Fund	Replacement Fund	Total
<b>Revenues</b>			
Assessments	\$ 339,105	\$ 159,568	\$ 498,673
Interest Income	409	1,677	2,086
Rooms and Other Income	43,716	-	43,716
<b>Total Revenues</b>	<b>\$383,230</b>	<b>\$161,245</b>	<b>\$544,475</b>
<b>Expenses</b>			
Front Office	7,417	-	7,417
Housekeeping	5,462	-	5,462
Owner Relations and Guest Activities	7,378	-	7,378
Administrative Services	85,656	-	85,656
Repairs and Maintenance	5,002	-	5,002
Telephone and Utilities	34,846	-	34,846
Fixed Expenses	206,078	-	206,078
Landscaping	8,809	-	8,809
Sales & Advertising	4,108	-	4,108
Bad Debt Expense	5,917	3,242	9,159
Income Taxes	2,394	-	2,394
Major Repairs and Replacements	-	148,567	148,567
<b>Total Expenses</b>	<b>\$373,067</b>	<b>\$151,809</b>	<b>\$524,876</b>
Excess of Revenues Over Expenses	10,163	9,436	19,599
Fund Balance (Deficit), Beginning of Year	(8,949)	440,752	431,803
<b>Fund Balances, End of Year</b>	<b>\$ 1,214</b>	<b>\$450,188</b>	<b>\$451,402</b>

See Auditor's Report

The notes to the financial statements are an integral part of this statement



DEL MAR OWNERS ASSOCIATION, INC.

## Statement of Cash Flows

For the Year Ended June 30, 2011

	Operating Fund	Replacement Fund	Total
<b>Cash Flows From Operating Activities:</b>			
Excess of Revenues Over Expenses	\$ 10,163	\$ 9,436	\$ 19,599
<b>Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities:</b>			
Bad Debts	5,917	3,242	9,159
<b>Change in Assets and Liabilities:</b>			
Change in Assessments Receivable	(35,116)	(10,099)	(45,215)
Change in Prepaid Insurance	88	-	88
Change in Prepaid Taxes	(624)	-	(624)
Change in Other Prepaid Expenses	(10,472)	-	(10,472)
Change in Unit Week Inventory	1,203	-	1,203
Change in Due From Related Parties	-	(479)	(479)
Change in Other Assets	(2,037)	(2)	(2,039)
Change in Accounts Payable	17,559	-	17,559
Change in Accrued Expenses	(3,151)	-	(3,151)
Change in Prepaid Assessments	121,387	54,757	176,144
Change in Deferred Assessments	(108,432)	(53,471)	(161,903)
Change in Amount Due from Related Parties	1,924	-	1,924
Total Adjustments	(11,754)	(6,052)	(17,806)
Cash Provided (Used) By Operations	(1,591)	3,384	1,793
<b>Cash Flows from Financing Activities:</b>			
Change in Due To/From Other Fund	52,564	(52,564)	-
Cash Provided (Used) By Financing Activities	52,564	(52,564)	-
Net Increase (Decrease) In Cash	50,973	(49,180)	1,793
Cash, Beginning of Year	105,670	497,073	602,743
Cash, End of Year	\$156,643	\$447,893	\$604,536
<b>Supplemental Information:</b>			
Cash Paid for Income Taxes	\$ 2,942	\$ -	\$ 2,942
Cash Paid for Interest	\$ -	\$ -	\$ -

See Auditor's Report

The notes to the financial statements are an integral part of this statement