

Message from the Board of Trustees

We want to wish all of you a Happy Healthy New Year! We begin this new year with a lot going on. The major renovations everyone has been waiting for have finally begun. Renovations to approximately half of the units making up the oceanside portion of the Resort are expected to be completed by April. The remaining half of the units will be renovated next winter, from the Fall of 2020 into 2021. Be sure to check out our Facebook page for sneak peeks of the renovations and upgrades.

This year, 2020, will also bring a new sales group, The MVP Service, to the Edgewater. MVP Service will include a variety of opportunities, including for the first time an owner resale program. More about this inside. We also begin the new year on a sad note with the

passing of long time Board member, John Winston. As a result, with two seats up for election including John's, the results of the upcoming Board Election will mark the addition of at least one brand new Board member since the Board came into being in early 2009. If you want to participate in serving on the Board and lend your experience and expertise to managing the Edgewater, and you have the time and interests of all the owners in mind, consider placing your name into the ring for the election by following the instructions outlined elsewhere in this Newsletter. Look for formal notice of the election, how and where you can cast your vote, as part of a separate mailing to all owners during February.

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Long Time Board Member, John Winston

It is with great sadness that we let you know that John Winston, a member of the Board of Trustees, passed away recently. He leaves behind his wife Joy, their three daughters and five grandchildren.

In 2008, John played a major role, along with some other owners, in getting the Edgewater, in rapid decline, out of the grasp of the developer. They also worked to get the court to stipulate that the Resort be turned over to and be controlled by all of its owners. The rest of us owners are forever grateful to him and the others for taking on that effort and saving the Edgewater. Since then, John served four terms as a Trustee on the owner-controlled Board, diligent to the end. Coincidentally, his fourth and last term is ending with the upcoming Election to the Board discussed elsewhere in this newsletter.

During his tenure on the Board for the past ten years, John experienced several health issues. Despite that, John still made it his mission to attend as many meetings as possible, even when it meant spending hours on the phone, as long as six hours in the early years, attending Board meetings from his home. He did this many times over the years while he was still recuperating and not able to make it to the Cape from his home in New Hampshire to attend in person. He was an active participant in the meetings with his attention directed to what was best for the owners at the Edgewater.

For those who may not have known him well, John was a twenty-one-year veteran of the U.S. Air Force, having flown over 180 missions during the Vietnam War. He later flew commercial jets too. He also loved riding his motorcycle. In his late sixties, he completed a tour to the four corners of the U.S. on his Honda Goldwing, a prized possession. John often regaled us with stories of all of this and more. He will be sorely missed.

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Message from the Board of Trustees Continued...

Also included in that February mailing will be the formal notice of the next Annual Meeting of the Edgewater's Owners Association. SAVE THE DATE as that meeting is already scheduled to take place on Saturday, May 2, 2020, at The SeaView, located right on Chase Avenue across the street from the Edgewater. Please plan to attend. It's your chance to get a detailed update on what is happening at the Resort and an opportunity to meet and be greeted by all of us on the Board. We look forward to seeing you there.

On behalf of the Edgewater Board of Trustees,
Marcia Svetkey, Chairperson

Call for Nominations to the Board



It's that time of year again when the Board is searching for owners who are interested in contributing their time and efforts to The Edgewater Beach Resort and its future. If you are interested, please submit your name to be a candidate and run in the upcoming election to serve as a member of the Board. There are two (2) seats up for election, each for a three (3) year term. This includes the seat previously held by John Winston.

To throw your hat into the ring, you must complete and return a Candidate Information Form. The Form is enclosed here for your convenience. We hope you will take the time to complete and submit it to reach us no later than COB February 14, 2020. Please fax the form to 508-775-6396, or mail it to: Secretary, Edgewater Beach Resort, c/o VRI Americas, PO Box 399, Hyannis, MA 02601.

Please be aware that participation as a Board Member does not include compensation for your time but does require a lot of caring for and interest in the Edgewater Beach Resort. You must also be willing and able to attend at least six (6) meetings a year at VRI Americas' offices in Hyannis and, on occasion, onsite at the Resort. In addition, your participation may also be required, as needed, in between meetings via email and/or telephone.

Please note that to run (and to vote in this election) you must be an owner and current with your maintenance fees and/or current with your financial obligations to the Resort by January 31, 2020.

A short biography of the candidates running, including a summary of their education and experience, will be mailed to all owners in February. Enclosed with that mailing will be the ballot to be used to vote for the candidates of your choice. The candidates selected will be notified in late March and invited to attend the Board's organizational meeting in April. The selection will be announced to owners at the Annual Owners Meeting on May 2, 2020, online at www.edgewatercapecodma.com, and in the Resort's Summer 2020 newsletter.

Sales Update

There are new opportunities in 2020 for Edgewater Beach Resort to grow.

In December 2019, MVP Services Sales and Marketing signed an agreement with the EBR Trust to sell Association intervals and to offer owner resale services. (See announcement.) John Verity, EBR General Manager and licensed sales agent with MVP, will be working diligently to grow the Edgewater family in 2020. Please contact MVP Services for more information at 407-365-6872. Check them out on www.themvpservice.com. Have a quick question? Go to their site and fill out the Quick Question Contact Form.

Servicing Heating and Cooling in Rooms

The contractor, North Star Mechanical, is currently administering repair and maintenance on each in room heat and air conditioning equipment. The process includes cleaning and servicing the system and replacing fan motors in some units. This process takes up to 3 hours per room and each room will be part of this program. With the installation outside the office of the new Carrier chiller in 2018-19 and this comprehensive service program, North Star has confidence the system will operate in a more effective and efficient manner.

This service program will continue on an annual basis with clear and concise record keeping that documents the service. The work is being thoroughly inspected, and corrections and upgrades were certainly needed. This upcoming season our climate control will be an attribute to each unit with the goal of providing comfortable temperatures in all four seasons. This work is expected to be completed by mid-April.

Renovations Have Begun

The interior renovations covered by the Special Assessment began on November 2, 2019. Granite State Contract Furnishings, the design company, and Management accompanied by Board representatives walked the property, inspected each room and confirmed final quantities for furnishings and design selections. The work is being done over the course of this winter and next winter. This winter units in the East Building (nearest the pool) and the Center Building (facing Chase Ave) will be addressed. The remainder, in the West Building (facing the Soundings) and the South (oceanfront) Building will be completed next winter.

Phase one has included the removal of cabinets from the kitchens and bathrooms. The flooring contractor began work rebuilding subfloors and laying the tile floors. On December 11, 2019 before and after photos of the work that had occurred over the previous five weeks were posted on EBR's Facebook page. There were several positive comments on the new tile floors in the bathrooms and how nice the hardwood floors looked after they were refinished. For the latest updates on the renovation process, please look to EBR's Facebook and Instagram pages by searching for Edgewater Beach Resort Cape Cod.

Auctions

Get a Second Week at Edgewater

The Board is pleased to announce that in October 2019, Attorney Tom Coniaris was hired by the Edgewater to help sell Association owned intervals (weeks). Attorney Coniaris has also been hired by NERM (former developer) to sell their remaining developer owned weeks. Attorney Coniaris is holding real estate auctions at the Edgewater. Please call 508-801-7575 or email tdccapecod@gmail.com for the date and time of the next auction along with a list of inventory and terms.

We are happy to report six intervals were sold in 2019.

From the General Manager's Desk

The past year has been filled with numerous improvements as well as a few unexpected events provided by Mother Nature. The entire staff has made an outstanding effort to make sure each owner, guest, renter and exchange member has a great and memorable experience while visiting the Edgewater Beach Resort.

Beginning in January 2020, Taylor Ford, our talented Front Desk Agent, was promoted to Front Desk Manager. Taylor has been a very positive force at the Front Desk and continues to handle reservations, room requests, maintenance calls, last minute changes and a host of other service requests. Taylor and her team will continue to provide these services, greeting all of our visitors politely and professionally. Please join me in welcoming Taylor to her new role. All of us are excited to have her be part of our management team.

Additional updates include the following:

- The East and Center building guest rooms are under renovation which began November 2nd. The project is currently on schedule and on budget.
- Five units have had first floor sliding doors replaced as well as the 2nd floor decking and underlayment above them as moisture was present. A new water runoff design is now in place for proper drainage moving forward. The work included some indoor ceiling work as well as threshold replacement. Work will soon begin on replacing the large stationary windows on these same second floor decks as well as the trim and exterior shingles.
- The exterior of the Center and the West buildings has been painted and is looking great.
- Beach access has been improved with sand removal from our main walkway to the ocean. Mobi Mats (April-Oct) have been installed to provide a level access on the west side of our Resort closest to our neighbors, the Soundings.
- Clean up and room renovations completed after frozen sprinkler burst in late January 2019. Tornado (July) clean up complete with a new roof to be installed in 2020 on both east and west sections of our West Building.
- New grills and exterior furniture are in stock and will be in use as the spring arrives in 2020.
- Updated lobby furniture and layout.
- Cable Television upgrade to a High Definition picture with expanded channel service.
- WIFI Upgrades with more on the horizon.
- Telephone upgrades have also been completed.
- The heating and air conditioning systems have been serviced. See separate article for more details.
- West wing and Oceanfront rooms have received much needed attention and where it was needed furniture was replaced, interior painting was done, and some appliances were replaced.
- The gym area is undergoing a reorganization with some painting and needed TLC.
- Our mechanical systems which provide hot water and heat will also receive maintenance and repairs in the first quarter of 2020.
- Indoor pool heat and air circulation to receive annual maintenance and repairs in the first quarter of 2020.

Developer Updates

In early 2019, former Developer, NERM, violated their settlement agreement with EBR regarding their financial obligation to the EBR Trust for intervals still under their control. The Edgewater Beach Resort attorney has been working relentlessly to resolve the issue for months with NERM's Attorney but with no success.

NERM has started a new sales effort with Attorney Coniaris (see more elsewhere in this newsletter), who will be holding real estate auctions to sell the remaining intervals. However, NERM has failed to meet their maintenance fee financial obligation in 2019. As a result, the EBR Trust's attorney is seeking a court date to get a resolution of this ongoing issue.

Settlement Agreement with MA Attorney General regarding License Recording: Some Edgewater owners are still regularly asking the Board and Management "Who do they contact to get a recorded license?"

As you may recall, NERM entered into a settlement agreement and was mandated by the Attorney General of Massachusetts back in 2010 to record some 1,800 licenses for EBR owners. This was described in an article in the

Cape Cod Times back on November 10, 2010 by Sarah Shemkus, "Cape Time-Share Tussle Settled".

Since then, over the past nine years, NERM has recorded a little over 1,000 Edgewater owner licenses with Barnstable County Registry of Deeds. However, there are still over 400 owners, whose licenses still need to be recorded. In an effort to assist our owners, EBR volunteered to help with the effort by gathering the appropriate paperwork and signatures. In 2019, as in the years preceding, Edgewater employees worked with some of those owners to fill out the necessary paperwork and turned the documents over to NERM's Attorney for recording. Unfortunately, the paperwork was not recorded and was recently returned to the Edgewater. These outstanding recordings are the developer's, NERM's, responsibility, NOT the Edgewater's.

As a result, owners are being asked to write to the MA Attorney General to report this failure on NERM's part and to seek advice on how to get their license recorded. Consumers are urged to contact the MA Attorney General's Office Hotline at 617-727-8400.

Non-Smoking Policy

Massachusetts' Smoke-free Workplace Law protects employees and the public from secondhand smoke by prohibiting smoking in an enclosed workplace, a business, private offices, restaurants, and bars. The law went into effect in July 2004 and has been well received for the past fifteen years. The Smoke-free Workplace Law has been very successful in Massachusetts. Edgewater Beach Resort Trustees have had a smoke-free policy in place for years, and we appreciate the owners and guests that have adhered to the policy and only smoked on the property in the designated areas.

Major unit renovations began in November 2019 with owners' special assessment funds being invested in new furniture, drapes, window treatments, and linens. These items can be damaged by smoke and vapors. As a result, we are reminding all our owners and guests that they will be fined for not following the Edgewater's nonsmoking policy. For each occurrence/violation, \$250 will be charged to the registered guest's credit card on file. Owners and guests could also be asked to leave the property if they are caught smoking anywhere other than the designated smoking areas identified on the property. There is no smoking of any kind, including, but not limited to, cigarettes, cigars, pipes, marijuana, and vaping, allowed inside units, on patios, on decks or anywhere near the buildings other than in the designated areas. Please call the Front Desk for any clarifications. We thank you in advance for following the rules.

Weekly Owner Meetings

Albena Ninova, Assistant General Manager, will be holding weekly meetings at the Resort for owners in house to hear about the latest restaurants, shops, and local Cape Cod attractions. Albena will also fill you in on what has been happening at the Resort, the renovation progress, and, if available, provide a tour of one of the renovated rooms. However, the best way to stay informed is to attend the Edgewater's Annual Owners Meeting scheduled for May 2, 2020, and hear firsthand and in detail from the Board of Trustees and Management about all the Resort news.

The weekly meeting is traditionally held on Tuesday mornings in the lobby at 9:00 a.m. Check with the Front Desk Agent upon your arrival to confirm date and time of the meeting during your stay.

Timeshare Exit Companies - Buyer Beware

Once again, we want to remind you to beware of those who claim they can help you get out of your timeshare. The ads continue to grow on local and cable TV, on radio, in print, in the mail, and in phone calls to you. They make it sound like all you have to do is contact them and your work is done. They'll take care of everything. But that is rarely the case. They charge upfront fees, make all kinds of promises, and often leave you with unfulfilled promises, still owning and responsible for your timeshare and much poorer. In its February 2020 edition, Consumer Reports magazine, in an article entitled "Trouble in Paradise", warns owners to "steer clear of timeshare 'exit' companies that may be nothing more than scams." Check it out. It explains in detail who and what to beware of and who it's better to work with. Contact the Edgewater or contact VRI, our management company, if you are considering your options. There are no upfront fees, just the truth, and the real facts.



Edgewater Beach Resort

WELCOMES

THE MVP SERVICE

The Board of Trustees and VRI are pleased to announce and welcome TheMVPSERVICE as our new onsite sales brokerage service to Edgewater Beach Resort and our owners.

- ✓ In business since 2007
- ✓ Licensed and active in FL, SC, NC, AZ and MA
- ✓ Principals licensed in 31 states
- ✓ Specializing in timeshare owner resale with NO UPFRONT FEES
- ✓ Endorsed by your Board of Trustees
- ✓ Member of ARDA, CARE, and LTRBA (Licensed Timeshare Real Estate Brokers Association)
- ✓ Agent onsite to answer your questions
- ✓ Affiliated & endorsed by www.redweek.com
- ✓ Owner listings with no upfront fees
- ✓ Honest help with all your vacation needs

WE ARE HERE TO HELP

WE CAN and WILL HELP GUIDE YOU THROUGH THE WORLD OF TIMESHARE SALES OPTIONS AND HELP YOU AVOID THE SCAMS AND PITFALLS

Check us out at www.themvpservice.com or
Contact John Verity at (617) 306-1024

WATCH FOR our OWNER SPECIALS COMING SOON



Edgewater Beach Resort

95 Chase Avenue • Dennisport, MA 02639

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WINTER 2020 NEWSLETTER

Contact Information

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Website: www.edgewatercapecodma.com

Edgewater Board of Trustees

Email: board@edgewatercapecodma.com

VRI Owner Services

Assessment Billing and Collection
(949) 855-8004
(800) 999-7140

Monday - Friday 8:00 a.m. - 5:00 p.m. (PT)

VRI Reservations

General (800) 228-2968
Rentals, Vacation Tyme® (866) 469-8222
and Bonus Time

Website: www.vriresorts.com

Email: reservations@vriresorts.com

Monday - Friday 6:00 a.m. - 6:00 p.m. (PT)

Saturday - 8:30 a.m. - 4:00 p.m. (PT)

Exchange Information

RCI (877) 874-3334
Interval International (800) 828-8200
Trading Places (800) 365-7617

Still Need Assistance?

VRI Corporate Services (508) 771-3399
(800) 999-7140
VRI Fax (508) 775-6396



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