



Villa Mykonos News

*The Newsletter for Concept In Time Owners
Association*

Keith Brown, Editor

Desh Deschler, President

Larry Silverman, CFO

Brandy Jones,



**PRESIDENTIAL NEWS...Desh
Deschler, President**

HAPPY SUMMER, EVERYONE!

This will probably be a shorter article than usual, as I am writing this while jetting my way from LAX to Portland, Oregon to visit a friend of 37 years that has become terminally ill.

Charlie is an interval owner at Villa Mykonos. He also generously loaned us \$60,000 last year. This helped replenish our reserve funds we had to use when we received the tremendous tax bill increase. We also planned on using the funds for more capital improvements (although several large unexpected expenditures altered those plans).

After a rather sudden onset of cancer, Charlie received a second opinion from an oncologist in early June. Shockingly, the oncologist gave him one week to wrap up his earthly adventure. As one of my dearest and longest-term friends, I could not let him leave without seeing him one last time to tell him how much his friendship meant to me and to thank him for it. How often we rush through life without telling our friends how much they mean to us.

Back onto business. The Board of Directors met on-site in May to discuss and approve the projected budget for the 2011-2012 fiscal year. I will let Larry tell you the details of our projections, but I will mention one thing:

Following the significant overall increase in property taxes from 2009, we are now subject to an automatic three percent annual increase in property taxes. This has to be included in our expense forecast and recovery.

Just as we thought we could make some long over-due exterior stucco repairs and painting, another air conditioning unit needed replacing. Sometimes reality and planning can be cruel opposites.

To prove that point, we also received notice that the spa and pool drains must be brought into compliance with new federal safety regulations. It sounds rather simple, but it is not--by any means. Without the modifications, we would have to shut down the pool and spa completely. Not the best idea in the summer heat. Ken and/or Larry will give you more details on these unexpected projects. Our budget really takes a beating at times like this.

Fortunately, our rental program has enjoyed some recent success and will help absorb some of the unexpected expenses. Despite these large outlays, the Board has tried to hold the line on the budget and any increases in assessments. You can read Larry's comments on the 2011-2012 association fee in his article.

In the Winter and Spring newsletters, I asked owners to help our advertising program by sending us ideas for advertising and outreach opportunities in your area. While we received some input at the annual Owners' Meeting, none of our 275-plus owners responded to my requests. I must say it is a bit discouraging when we know there probably are owners who have dynamic suggestions, but do not pass them on. Please re-consider my request and forward any ideas and suggestions to Ken at the office or any Board member.

The Board decided to continue our Spring Promotions on rentals and sales. We have had some success as a result of the promotions and hopefully the trend will continue. The extended promotions will be in effect through September 30th, 2011. Details on the promotions follow this article.

I wish I could close by just wishing you a wonderful, exciting summer, but I must finish updating my opening paragraph.

The day after I arrived in Portland, Charlie lost his battle with the horrid cancer that so prematurely took him from his partner of 31 years—Bill Saunders. Bill, and so many friends and acquaintances, will miss Charlie and those many wonderful qualities that made him such a dear partner and friend. I feel the world has lost by his being taken from it. My wish for Bill is that he be able to move forward with his life,

consoled and comforted by the many wonderful memories he and Charlie made and shared.

IN MEMORY OF

CHARLES EDWARD INSKEEP

02 November 1942 – 17 June 2011

Wishing you a happy, healthy and fun-filled summer!

--Desh

PROMOTIONS EXTENDED!

The Promotions for Rentals and Purchases are extended through ***September 30, 2011.***

RENTAL PROMOTION

- A. (i) You will receive 1 NIGHT FREE OF CHARGE for each 3 night rental you refer to Villa Mykonos that results in a rental.
- (ii) You will receive 2 FREE NIGHTS FREE OF CHARGE for each weekly rental you refer to Villa Mykonos that results in a rental.
- B. The rental rate will be a special "owner referral rate." This special rate is a discount of 15% off our normal "rack rate" of \$175 per night. The weekly rental rate may be further discounted, depending upon the vacancy rate.

PURCHASE PROMOTION

BUYER: Choice of One (1) additional week free vacation at any time after confirmation of purchase, OR \$1000.00 off regular price for any interval level.

OWNER: One week of free vacation at any time after confirmation of purchase by the persons you referred.

For all the promotions, make sure the

“What we have once enjoyed we can never lose. All that we love deeply becomes a part of us. – Helen Keller



FINANCIAL UPDATE...
Larry Silverman, MD,
Chief Financial Officer

Along with this newsletter, you will find the Financial Report for the last fiscal year (July 1, 2010 – June 30, 2011); the updated reserve fund analysis; the pro-forma budget for the new fiscal year (July 1, 2011 – June 30, 2012); and the new fiscal year assessment.

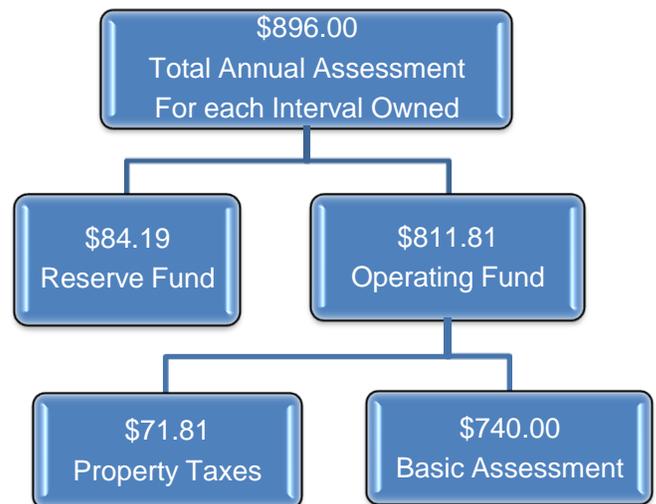
Not to worry, although we continue to have a poor economic outlook that we all hope will improve, the assessment increase is only a 0.79% increase from last year. The 2011-2012 assessment is only \$896.00 per interval.

Unfortunately, I have some bad news. Our fellow owner Charlie Inskeep died from complications of Hepatitis 'C'. His life partner of 31 years, Bill Saunders was constantly with him. His close friend, our President, Desh Deschler flew up to Portland to see him prior to his death. Charlie helped us out last year by loaning us \$60,000 to help us out with our property tax increase. Thank you Charlie! Bill, I hope to have the pleasure of meeting you at Villa Mykonos in the future.

Currently our long term liability totals \$95,804. It is being re-paid monthly at \$2,500.00.

Reading through financial and budget reports is not exactly exciting, but I and the rest of the Board spent a great deal of time and effort to monitor and control the fiscal health of the resort. This work performed by the Board helps protect and enhance the value of your ownership interest. So, please, review these reports and feel free to contact me with any questions at: CFO@villamykonos.com.

The following chart is included in the Budget Reports distributed to you. Specifically it is in the Pro-Forma Budget Notes & Assumptions. In case you were wondering where those assessments dollars go, here is a breakdown of the major categories that make up the budget and uses of funds:



If you are not familiar with the options for paying your assessments, please note the following. At the beginning of each new fiscal year (now), you can select from among the four available options for how you will pay. The choices are: Annually, Semi-annually, Quarterly, or Monthly.

If you paid assessments last year, the initial invoice (included with this mailing) is based on the option you selected last year; otherwise, the invoice will show the Annual assessment amount. You may change to one of the other

payment options from that shown on the invoice, but only at the time you make your first payment.

If you want to change the assessment method, just cross out the figure on the invoice and change it to the appropriate amount. The Annual option is one single payment of \$896.00, due on July 16th. The Semi-annual option consists of two payments of \$454.00, due on July 16th and January 16th. The Quarterly payments consist of four payments of \$230.00 and are due on July 16th, October 16th, January 16th, and April 16th. The Monthly payment option of \$80.50 is due on the 16th of each month. It can only be used if you provide us with an e-mail address, and either set-up an automatic bank payment or credit card.

but only if we have a current e-mail address on file and you provide either a valid credit card or you set up an automatic payment from your bank.

If you desire to pay with a credit card; then, within one week of receiving this mailing, fax or send me a completed Credit Card Authorization form (enclosed in this mailing).

*Please note: **The Credit Card Authorization Form must be filled out each fiscal year!***

You will soon be receiving a Database Update Form. It shows the information we currently have for you. Please inform us of any changes to your addresses, telephone numbers and E-mail addresses. It is important that we keep these records current. Your assistance is appreciated.

If there are changes, please note them on the form and return it to me. If there are no changes, please check the box at the top of the form, but still return the form to me.

Have a fantastic summer!

--Larry



MANAGING THE VILLAS...Ken Jacobi, General Manager

Summer is here!

I cannot stress enough the advantage of booking early to get the time you desire. We already have very limited availability for the fall of this year. October has almost no time available, and November--with Pride, Leather Pride and Thanksgiving--is also very restricted.

In fact, we are already booked full for Pride in November. December still has some availability, but going quick.

Also, if you do not plan on coming to the resort and want to bank your time with RCI, the more advance notice you provide, the greater your trading power and the better your choices.

RCI requires a minimum of 30-days notice. With October, November & December being so booked, there is not much available time left for trade value. Remember, we do not bank RCI in the months of November & December because we run out of space for owners that want to use the resort during those months.

On the website, you can view the 2011 Reservations calendar. (The calendar for 2012 is just now being built.)

I know this have been in almost all of our recent newsletters, however, I still get questions and calls for our website information. So, here is the information:

**Logging on to the Owner's Section
of the**

Villa Mykonos website:

villamykonos.com

User Name: mykonos

Password: greece

*(All lowercase letters. Same user name and
password for all owners.)*

**Information displayed on the Owner's Login
page:**

- Making Reservations
- Unit Names and Telephone numbers
- **Current Gate and Lockbox Codes**
- Monthly Financial Report
- Board of Director's Contact List
- Quarterly Newsletters
- Minutes from the Monthly Board of Directors Meeting's
- Governing Documents (Including: Rules & Regulations and CC&R's)

The Reservations Calendar allows you to see what dates might be available and submit a reservation request. The system is not foolproof, but it certainly helps to show what is available if you have different dates in mind. Once you find the dates you want, you can submit the request form. The request comes to me and I confirm the availability and send you a confirmation via email. Should a couple of requests conflict, I will inform you of alternative dates or you can call to discuss it further. Those that have used this feature already have found it to be very helpful.

As noted above for the Owners section of the website, you can find copies of the CC&Rs, Rules and Regulations, Board Meeting Minutes and copies of the newsletters. We also recently added the Bylaws to the Governing Documents tab. If you have any suggestions for items you would like to see on the website,

please let me know since we are now controlling the website in-house.

Current gate and lockbox codes are also available through the website if you happen to forget your confirmation details. You just have to remember the log-in information provided and have internet access available.

At the Property

We are in the process of making the modifications necessary to bring the spa and pool into compliance with a new federal safety act. So, in the next month, the spa may be drained for renovation and re-plastering. The pool can be retrofitted without draining and minimal disruption of operation. Please be patient and understanding while these repairs are being made.

Unit 1, the Bette Davis suite, just had a new air conditioner (heat pump) installed. A little earlier than we had planned to replace it, but just in time for the summer heat.

We also ordered the remaining tile for the pet units to complete the removal of the carpeting from the lower floor level in the pet units. The upstairs bedrooms will remain carpeted in the pet units, however. A pet gate will be provided to close off the upstairs from pets when the owners are not in the unit. This will help reduce the frequency and cost of carpet cleaning from pet accidents.

The Desert Palms Resort, next door to Villa Mykonos, has been sold. The new owners have taken possession of the property. The property will be turned into a substance abuse recovery facility and no longer be a resort.

Also, the Elevations Night Club (above Upper Crust Pizza), in the commercial center across from Target, has been sold. Actually, it was purchased by Upper Crust Pizza, so, no more

night club. A lot of changes happening in our little area!

Stay cool!

--Ken

“I am only one, but still I am one. I cannot do everything, but still I can do something; and because I cannot do everything, I will not refuse to do the something that I can do.” – Helen Keller

OWNER RELATIONS... Mat Weiss, Owner Relations

Hi, all!



Just wanted to give you an update on what has been happening at the resort. We just replaced the umbrellas at the pool. A couple of the umbrellas were replaced sooner than expected and—perhaps-- unnecessarily so, due to being left open when not in use. Because we frequently get very strong winds here in the desert, this can damage the umbrellas if they are left open, as well as the tables.

Even if you are not using the pool area or tables, please help us. Please close the umbrellas when you are done at the pool or if you see the umbrellas open, but no one in the pool area. This will help us avoid the wind damage and hopefully prolong the lives of these new umbrellas. With all the other unbudgeted expenses, all owners are asked to help us save by avoiding having to replace the umbrellas so frequently. Your help is greatly appreciated.

This month the spa is being renovated; so you may find it closed when you are at the resort. Please be understanding as it is a necessary modification to comply with recent pool safety requirements. Hopefully, it will only be a minor

inconvenience. The pool should be able to remain open, though.

Anyone with questions about RCI can contact me. Also remember we are running out of space for this year. This also means we do not have the ability to book your week with RCI during November and December.

As some of you may know, I am handling delinquent accounts for the board. If you are having any difficulties paying the assessments for your interval(s) when due, I will be working with those owners that may be behind in their dues or want to discuss making alternative payment arrangements. Our goal is to reach some amicable terms so everyone can once again enjoy the use of the resort.

We also recently received a couple of inquiries from owners wanting to sell or return their intervals. This cannot be done. We do not offer a resale program at Villa Mykonos. However, you can let Ken know you have an interest in selling your interval. Ken keeps a list of those wanting to sell. With your permission, he will pass on your information to a potential buyer and you handle it from there.

One major caution! PLEASE, PLEASE do not attempt to sell or dispose of your interval through so-called “easy out” companies that guarantee you to be dues-free or that are offering to buy or factor time share intervals.

In our experience, not all these companies are legitimate. Be especially wary of companies that are located outside of the United States or that ask for fees in advance of such services or to sign over the deed before you are paid for it. Several owners have had the unfortunate experience of paying such fees, but receiving nothing in return.

More importantly, remember that the Board must first approve of ANY such transfer of the

intervals in advance before the transfer can be completed. This process was approved by a super-majority of all the owners when the CCRs were revised a couple of years ago.

Please check with us FIRST before considering or negotiating for any such transfer.

As always, feel free to contact me anytime with any questions or concerns. I am at the resort almost daily and available via email at ownerrelations@villamykonos.com.

--Mat

MARKETING... Keith Brown, VP Marketing

Recent unexpected expenses may negatively impact the modest advertising budget approved for the 2011-2012 fiscal year. We still hope to be able to place listings this fall in Chicago and perhaps Seattle or Portland markets in the GLBT on-line magazines for those cities, if funds can be made available.

As Desh mentioned in his article, we really could use help from owners with contact information for these or other markets where we can promote Villa Mykonos. So, please feel free to give us your ideas for additional outreach.

Remember, you can submit your comments, questions, articles, jokes, quotes, et cetera, to me at VP.Marketing@villamykonos.com.

Also remember we still would like submittals for our *Spotlight On Owners*. No need to be bashful. Let us celebrate and share in your unique hobbies or accomplishments and contributions at work or in your community. Send your stories to:

VP.OwnerRelations@villamykonos.com or to VP.Marketing@villamykonos.com.

Wishing you all a wonderful Summer!

– Keith



THE READER'S CORNER

Looking for a good book to read while relaxing at Villa Mykonos or at home? The 23rd Annual Lambda Literary Award finalists were recently named for the best in various LGBT literary genres.

TRANSGENDER FICTION

Holding Still for As Long As Possible – Zoe Whittall (Anansi Press). Canadian writer Whittall's second novel tracks the lives of a group of 20-somethings as they navigate their way into adulthood in Toronto.

LESBIAN FICTION

Inferno (a poet's novel) – Elieen Myles (OR Books). As the title suggests, the largely autobiographical book owes something to Dante's *Divine Comedy*. Instead of a dark wood, though, we start out in a college lit class learning Pirandello from a woman with a beautiful ass, "perfect and full." From there the tour continues.

LESBIAN MYSTERY

Fever of the Bone – Val McDermid (HarperCollins). The sixth in McDermid's Tony Hill/Carol Jordan crime series. Jordan investigates a decade-old cold case involving a missing mother and child. Hill, dealing with recently learning the identity of the father he has never known, is called out to help stop a serial killer targeting young teens through social networking. As it turns out, Hill's serial killer has ties to Jordan's case.

GAY DEBUT FICTION

Bob the Book – David Pratt (Chelsea Station Editons). 'Bob the Book' is a gay book for sale in a Greenwich Village bookstore, where he falls in love with another book, Moishe, but an unlikely customer separates the two lovers. Bob gets passed along from used book bins to paper bags, knapsacks, and lecture halls,

hoping to be reunited with Moishe. Will Bob and Moishe (and their human owners) ever find each other? Read and find out.

GAY MEMOIR/BIOGRAPHY

Secret Historian – the Life & Times of Samuel Steward: Professor, Tattoo Artist & Sexual Renegade – Justin Pring (Farrar, Straus & Giroux)

Drawn from secret, never-before-seen diaries, journals, and records of the novelist, poet, and university professor Samuel M. Steward, *Secret Historian* reconstructs one of the more extraordinary hidden lives of the twentieth century. An intimate friend of Gertrude Stein, Alice B. Toklas, Thornton Wilder, and Alfred Kinsey, Steward documented these

experiences in vivid (and often very funny) detail.

GAY MYSTERY

Echoes – David Lennon (Blue Spike Publishing). When three young girls go missing, rookie police officer Sassy Jones is assigned to create a profile of the abductor. Seeing the case as an opportunity to establish herself professionally, she immerses herself in her work, but soon worries about her personal life lead her off-track. Twenty five years later, her ex-husband, Carl, commits suicide, leaving behind photos linking him to the abductions.

**“In summer, the song sings itself”–
William Carlos Williams**

PALM SPRINGS 2011 EVENTS CALENDAR

October ----- Annual Desert AIDS Walk
November 5-6 ----- Palm Springs Pride
November 12-14 ----- Palm Springs Leather Pride

DIRECTORS & MANAGEMENT

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