



Spot Light On:

# RCI POINTS

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The ink has dried, and the contracts have been received by RCI! The long awaited Points Program has arrived! Gulf Tides, Longboat Bay Club and The Beach Club at St. Augustine Beach will offer conversion for anyone interested in the RCI Points Program.

The conversion from conventional Weeks into Points will cost a one time fee of \$1795. Yes, this is the exact same program many of you have seen at other resorts for \$18,000 to \$30,000.

If you want to pick-up an additional week, you can convert that purchase and your other unit/weeks into Points for an additional \$995. We will also have incentive enrollment and bonus Points packages available at the time of conversion. Detailed information will be mailed to the owners of participating resorts within the next few months.

The Points Program will allow you to stay at your own resort or convert your

vacation into a value you can use towards many different vacation options you and your family desire. The main advantage of converting to points is flexibility. If you do not wish to use your full week all at the same time, you can convert it into partial weeks, airline tickets, hotels, rental cars, etc.

Another example is taking your two bedroom unit Points and exchanging them for two vacations in a one bedroom unit. If you own a smaller unit and need an upgrade, you can carry over Points or even purchase extra ones! Another very popular option is trading your points for a cruise. This type of timeshare vacation ownership is becoming very popular. Once you convert to Points you can try it out for 3 years and then

decide if you want to continue it for no additional expense.

If you own at other resorts, you can deposit your "Weeks" for Points, however the Points value is lower than at resorts participating in the program.

The resorts affiliation with Points will not affect the resort or owners that wish to remain in Weeks. The Points Program is not for everyone, however it does open up numerous opportunities for those who desire more vacation flexibility

If you would like additional information, check out the RCI website at [www.RCI.com](http://www.RCI.com). You can also contact Kandy Reynolds:

8 0 0 - 2 0 1 - 9 9 8 3  
[Kandy@VacationFLA.com](mailto:Kandy@VacationFLA.com)

Look into the program. You might just find that it fits your vacation needs to a tee.

## LOCAL STARS SHINE BRIGHT!

Sharon Cunningham recently served as the MC for the National Hospitality Week Breakfast. Dick Vitale, ESPN sports-caster for basketball, received the Voice of Sarasota Award, Commissioner David Mills was awarded a Distinguished Service Award, Jungle Garden's Jeannine Gray and Bobby Papazian, General Manager of the Bijou Café, received the Guest Service Excellence awards. Katherine Klauber Moulton, Colony Beach and Tennis Resort President, was named Tourism Leader of the Year.

Also, during National Hospitality Week four of our own were nominated for outstanding hospitality and their exemplary commitment to serving the public. CONGRATULATIONS!



**Julia Mansfield, Gulf Tides, Honour Fitzpatrick, Calini Beach Club, Lisa Langevan, Longboat Bay Club (not shown: Peggy Boone, Little Gull Cottages)**

## GREAT TRIPS: UTAH

Our spirits are still soaring from our recent vacation to Zion and Bryce Canyon National Parks in southwestern Utah. We were awed by the variety of colors and textures of rock formations, and by the grandeur of the landscape. We kept saying, "Look at *that!*" and then a few moments later, "Wow! Look at *THAT!*" And finally, Oh, my God! Look at *THAT!*"



**From: Lisa Wesal/Louis Asher, owners at Little Gull & Gulf Tides**



**And the winner is:** Peggy Boone! Selected as the recipient of the Shining Star for Longboat Key is our one and only Peggy. Head housekeeper at Little Gull for 11 years, she takes care of owners, guests, AND staff, with warmth, empathy and understanding. We salute you Peggy Boone!

## INSURE YOUR VACATION \$\$

We are looking into offering travel insurance (Travel Guard's Vacation Rental Protection Program) for those of you who plan to rent additional time during the year. The insurance premium is 6.5% of the rental cost.

In addition, we will be offering a new program that Travel Guard offers to protect your vacation at your home resort, by insuring your maintenance fees. More information will be provided with your statement at year end.



**Deed changes, corrections, etc.—contact Karen Morinelli**

**RUDEN  
McClosky  
SMITH  
SCHUSTER &  
RUSSELL, P.A.**  
ATTORNEYS AT LAW

**KAREN M. MORINELLI**  
ATTORNEY  
DIRECT LINE: 941-316-7630  
DIRECT FAX: 941-316-7930  
E-MAIL: KAREN.MORINELLI@RUDEN.COM  
  
1549 RINGLING BOULEVARD  
SUITE 600  
(POST OFFICE BOX 49017, 34230)  
SARASOTA, FL 34236  
WWW.RUDEN.COM

FT. LAUDERDALE MIAMI    NAPLES PORT ST. LUCIE    ST. PETERSBURG TALLAHASSEE    TAMPA WEST PALM BEACH  
CARACAS, VENEZUELA

## Resort Rap

**THE BEACH CLUB:** As usual, the worker bees have been busy at The Beach Club this spring. During maintenance weeks, we changed out vanity sink faucets and shower heads in the units as well as re-upholstered the dining room chairs to match the new barstools. New flooring for the elevators and laundry rooms has been ordered and should be installed soon. The laundry room will also be getting updated washers and dryers. To improve drainage and first appearances, the parking lot has been resurfaced, sealed and striped and a new enclosure for the dumpster has been built. Phase I units have received new patio doors in the bedrooms and all units will be receiving new entry doors with card locks in the near future. The lobby and front desk is also undergoing some renovations that should be completed in about six weeks.

As you may know, a couple of our Beach Club family members retired last year. After a couple of false starts, we have recently welcomed a couple of new members to our family. Dona is our new full-time front desk person and has been with us about three months. Wanda is also full-time and splits her time between the front desk and the back office. She has been with us for about six months. The next time you're at The Beach Club, stop by to introduce yourself to our new staff. Also, if you're going to be in St. Augustine this November, you may want to stop by the San Sebastian Winery to get a bottle of their new wine being introduced that month. Our very own, Mike Farrell, is the mother of the artist whose art work was selected to be on the label. He'll even be autographing labels at the winery that month.

**CALINI BEACH CLUB:** Another busy year at Calini. Projects for 2004 include: Replace entrance doors to units, new flower arrangements, new cushions for guest bedroom chairs, security cameras, and new bedspreads for master bedrooms.

Projects for 2005 include a new A/C tower, artwork, living room chairs, and new walkway railings.

### **GULF TIDES OF LONGBOAT KEY :**

Gulf Tides has made some major changes in Landscape this year. New grills and beautiful tropical plants were added as well as a brand new pool deck. We will be ordering sofa/chairs for all units this year as well. All the staff wishes everyone a

wonderful Summer and remember, Gulf Tides has units for resale, if you are looking to add an extra week contact Kandy Reynolds.



**New Landscaping—Bayside**



**New Gas Grills—Poolside**

**LITTLE GULL COTTAGES :** The staff is very proud of Peggy Boone for receiving the Shining Star Award for Longboat Key!

Here are some things we have done at the resort: We just finished putting on a new pool deck with brick pavers. We also re-landscaped the perimeter of the pool. It looks absolutely great! We have also completed a landscaping project that we have been working on for the past two years. Owners and guests are very pleased with the way the resort looks. During Maintenance, we painted the exterior of units one and two and plan to finish the exterior painting of the Gulf side throughout this year. We also painted all unit interiors and replaced the carpeting in all units during maintenance. They are holding up very nicely. We will be replacing the French doors in the Recreation room very soon.

**THE LONGBOAT BAY CLUB:** For our guests who wish to relax by the bay and

enjoy the beautiful Florida atmosphere, a hammock has been placed near the picnic/grill area. The hammock is supported by beautifully constructed wood beams that compliment the natural foliage surrounding it. This is a wonderful addition to our property and we hope that the guests enjoy it as much as we do.

A new blue front entrance awning is scheduled to be installed to replace our existing black one. As an added feature, the front of the awning will have the Longboat Bay Club sailboat logo imprinted on it. This will really give the resort a bold new look. In addition to this we have also replaced our poolside umbrellas with matching blue ones. This also ties into the blue canopy over the picnic area.

In the units, we have nearly completed updating the breakfast nook area of the kitchen. New blue, yellow, and white striped curtains with a coordinating blue cornice board have been installed. In addition to the curtains we have also recovered the dining chairs in a matching blue fabric with piping around the edge made from the curtain fabric. These changes have brightened up the breakfast nook and coordinated it with the rest of the unit. We hope all of our guests like the new look. Another new addition to the units is a shower caddy in each bathroom. It may be a small item but it will give our guests a place to put their shampoo, soap, etc.

And last, but definitely not least, we have discontinued our laundry service and are now handling this daunting task in-house. Two extra large capacity washers and two commercial dryers have been installed in the maintenance room. The maintenance staff has a lot of work cut out for them handling the turn-over each week. We wish them luck.

**SIESTA SANDS :** We are continuing to work hard on improving your property. The entrance to the property was given a facelift with the installation of a new sign.

**Resort Rap Continued From Page 3:**

Management also upgraded a couple of amenities. A new stainless steel grill was purchased for the condo pool area and a new ping-pong table is located in the breezeway under the timeshare building. Also, there are still open storage bins for condo owners to purchase for their unit. Please contact Rich in the office to reserve your bin.



**New Welcoming Sign**

In the timeshare building all units have been redecorated including new cushions for dining chairs, new couches, new sitting chairs and cushions for the living room, new plants and decorations, new bedspreads and cornice board for master bedroom, new coffee tables and end tables. The furniture has been rearranged to accommodate the upgrades. A new tile floor has been installed in unit 205. Hopefully most owners will be able to come see these improvements. We are really proud of the upgrades and believe you will be too.

An upcoming project that will be performed this fall is a major upgrade of the entrance with new landscaping budgeted by the Board. The improvement will include a new fence by the entrance, new walls built around existing flower beds, and all new plants. This will make a substantial difference in the look of the property.

**RENTAL OFFICE (Sarah Walters)**

Please make sure your RENTAL AGREEMENTS are signed by all parties and turned into the rental department as soon as possible. This will insure your units are at the top of the list. **FIRST IN FIRST RENTED.** Rental agreements may be downloaded and printed from **www.VacationFLA.com**. Click on Web Specials at the top, select Owner's Only Website and follow instructions. 800-333-7335 (US & Canada), 941-383-3117 Sarah@VacationFLA.com.

**THINGS TO DO AND SEE**

**WESTCOAST ACTIVITIES (area code 941)**

- 8/6 - 8/8 Annual Antique Show & Sales. Municipal Auditorium. 954-4165
- 8/11 - 8/20 DeSoto Fishing Tournament. Twin Dolphin Marina. 747-1998
- 8/27 - 8/29 APBA Sarasota Offshore Showdown Boat Races. 316-8085
- 9/24 - 9/26 Oktoberfest Suncoast. Palmetto. 708-3456
- 10/1 - 10/3 Oktoberfest Suncoast. Sarasota Fairgrounds. 365-0818
- 10/1 - 10/3 DeSoto Oktoberfest. Downtown Bradenton. 747-1998
- 10/9 Siesta Island Fest. Siesta Key Village. 349-3800
- 10/9 - 10/10 St. Armands Art Festival & Annual Fall Sidewalk Festival. St. Armands Circle. 388-1554
- 10/14 - 10/17 Key to the Cure-Saks Fifth Avenue. Southgate. 2% of sales go to Moffit/Sarasota Cancer Coalition Fund. 813/632-1403
- 10/16 - 10/17 Downtown Sarasota Fall Festival. 366-5969
- 10/22 Smooth Jazz on St. Armands. 388-1554
- 10/22 - 10/24 Pumpkin Festival. Hunsader Farms. 322-2168
- 10/28 - 10/31 Colony's 12th Annual Stone Crab Seafood/Wine Festival. 383-6464
- 10/30 - 10/31 Pumpkin Festival. Hunsader Farms. 322-2168
- 11/6 14th Annual SoundAdvice Sarasota Blues Festival. Sarasota Fair grounds. 365-0818
- 11/7 Taste of Manatee. Manatee River-Downtown Bradenton. 747-4655
- 11/18 - 11/20 Pinecraft Arts & Crafts Festival. Beneva Marketplace. 366-1234
- 11/19 - 11/21 August Antique Show. Municipal Auditorium. 954-4165
- 11/20 - 11/21 Tomato Festival. Palmetto. 722-1639
- 11/21 Yulefest. Downtown Bradenton. 957-5433
- 11/26 Smooth Jazz on St. Armands. 388-1554
- 11/29 - 12/9 Holidays at the Croley-Tree Festival. 722-3244
- 12/2 - 12/4 Winter Wonderland. Jingle Bell Run, Boat Parade. Street Festival. Downtown Bradenton. 708-6200 x288
- 12/3 Holiday Night on St. Armands. Live entertainment. 388-1554
- 12/4 Downtown Sarasota Holiday Parade. 366-5969
- 12/4 Holiday Boat Parade-Venice Intracoastal. 484-6722
- 12/11 Sarasota Boat Parade. Bayfront. 366-5969
- 12/11 - 12/12 Winterfest. Anna Maria Island. Arts & Crafts. 788-2099
- 12/14 - 4/4 Sarasota Polo Club. Sundays. University Parkway at Lakewood Ranch. 1pm. 907-0000
- 12/17 Singing Christmas Tree. St. Armands Circle. 388-1554
- 12/17 Smooth Holiday Jazz on St. Armands. 388-1554
- 12/19 - 1/2 Itshak Perlman Music Program & Fl. West Coast Symphony. Beatrice Friedman Symphony Center. 953-4252
- 12/31 Grand New Year's Eve Ball-Sarasota Ballet. The Hyatt. 359-0099
- 1/9 Downtown Street Festival. Main Street

## THINGS TO DO AND SEE (cont.)

### **EASTCOAST ACTIVITIES (area code 904)**

- 7/30 - 8/1 Kingfish Challenge. St. Augustine City Marina. 824-8322
- 7/31 - 8/1 Summer Sizzler. St. Augustine Pavilion. Dancing, food, crafts, contests. 808-8544
- 8/28 - 8/29 6th Annual San Sebastian Harvest Festival & Grape Stomp 826-1594
- 9/4 St. Augustine Birthday Festival. 825-5088
- 10/2 German Auto Clubs Charity Oktoberfest. 829-0504
- 10/8 - 9 7th Annual Creek Festival. Hosted by Holy Trinity Greek Orthodox Church. Food, fun & entertainment. 829-0504 11am - 9pm
- 10/23 Mustang Stampede III at World Golf Village. 565-2390
- 10/29 - 30 Trick or Treat at the Lighthouse. Safe trick-or-treating. Scarecrow garden. Pirate grave yard. 6:30pm - 8:30pm. 829-0745
- 11/7 20th Annual Great Chowder Debate. Conch House. 12:30pm. 829-8646
- 11/15 World Golf Hall of Fame Induction Ceremony. 940-4123
- 11/20 - 11/21 8th Annual San Sebastian Winery Holiday Open House-Live Jazz. 826-1594
- 11/20 - 1/31/05 Nights of Lights. Two million lights outline the bayfront. 829-1711
- 11/27 - 28 Fall Art & Craft Festival. Juried art. 824-2310
- 12/3 - 12/5 British Encampment at Castillo de San Marcos. 829-6506
- 12/4 50th Annual St. Augustine Christmas Parade. Downtown 10am. 829-5681
- 12/5 Christmas Tour of Homes. Garden Center. 1pm-5pm 826-0242
- 12/11 - 12/12 Holiday Tour of Historic Inns. 829-9438
- 12/12 Luminaries in the Plaza. Downtown. Traditional Carols. 5pm-8pm. 824-2310

## TEE TIME DISCOUNTS!

Cunningham Property Management has arranged with The First Tee for golf discounts at local west coast courses. The First Tee is a non-profit organization initiated by the World Golf Foundation comprised of members from the USGA, PGA of America, LPGA, Augusta National Golf Club and the PGA Tour.

The is designed to make golf more available to people of all social strata, particularly children.

Discounts for 2004 are now available at the following golf clubs: The Legacy Golf Club at Lakewood Ranch, Foxfire Golf Club, Sunrise Golf Club, Rolling Green Golf Club, Sarasota Golf Club, Village Green Golf Club, Bobby Jones Golf Club and TPC at Prestancia.

Discounts range from 10% to 40%. Additional information is available from the front desk staff of your resort. A refundable deposit is required for use of the discount card.

**SARASOTA AREA (area code 941):** Key Sailing 346-7245 \* Myakka River State Park 365-0100\* Pelican Man's Bird Sanctuary 388-4444 \* Marie Selby Botanical Gardens 366-5731 \* Dali Museum 800/442-3254 \* Albritton Fruit Company Tours 923-2573 \* Mote Aquarium 388-2451 \* Kayak Adventures 922-9671 \*

**ST. AUGUSTINE AREA: (area code 904)** Lightner Museum 824-2874 \* Gecko Latitudes (Kayaking) 824-7979 \* Gamsey Carriages (Horse drawn-tours) 824-5082 San Sebastian Winery 826-1594 \* Alligator Farm (I held gators-send proof) 824-3337 \* World Golf Hall of Fame/World Golf Village Imax 940-4123 \* Smile High Parasailing 819/0980

## **ON-GOING EVENTS**

### **Sarasota**

First Friday of each month-Palm Avenue Art Walk- Historic Palm Avenue downtown. 6-9pm. 941/954-4494

Second Friday of each month-Sunset Stroll on St. Armands. 6pm - 9pm 941/388-1554

Third Friday of Each Month: Art By The Light of The Moon-The art buyer's destination in Sarasota! Towles Court Artist Colony. Towles Court, Sarasota. Free 6-10pm. 941/955-4546

Every Saturday Farmer's Market-Ringing & S. Pineapple (Burns Court) 7am-noon

Thurs., Fri., Sat. Lipizzan Stallions. Myakka City. 322-1501

Last Monday Sarasota Folk Concert at City Island/Sailing Squadron 7:15pm 7/26,8/30 & 9/27. 377-9256

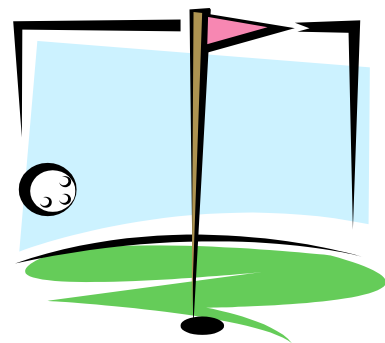
[www.sarasotafl.org](http://www.sarasotafl.org)

### **St. Augustine**

Nightly Walking Tours-Ghosts, romance, scandal, murder, politicians & pirates. 904/829-1711

First Friday of each month Art Walk 5-9pm. 904/825-0065

Every Wednesday Farmer's Market -St. Johns County Pier. 7am-noon



## Cunningham Property Management Corp.

*Corporate Office*  
1030 Seaside Drive  
Sarasota, FL 34242

*Rental Office*  
5330 Gulf of Mexico Drive  
Longboat Key, FL 34228  
800-333-7335, Fax 941/383-1110  
E-mail: [Rentals@VacationFLA.com](mailto:Rentals@VacationFLA.com)

*Sales Office*  
3200 Gulf of Mexico Drive  
Longboat Key, FL 34228  
800-201-9983, Fax 941/383-9563

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**WWW.VACATIONFLA.COM**

**WWW.FLORIDARENT.COM**

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## COMPUTER CORNER

I hope you are enjoying all of the neat things you can do at our website. To look up useful information about any of the Cunningham Property Management Corp. managed resorts set your browser to [www.VacationFLA.com](http://www.VacationFLA.com).

When the home page loads be sure to click the button in the middle of the page that reads "Add Us to Your Favorites". Clicking the button will bring up a dialog box enabling you to add VacationFLA.com to your list of favorite web sites to visit and you will never need to type the name again.

On VacationFLA.com you can check the weather at your resort, look at and print a Saturday to Saturday or Sunday to Sunday four year timeshare calendar to plan your vacations, look at attractions in the area, see virtual tours of all the

resorts, check rental rates, see what is for sale with prices and much more. Tell a friend!

A favorite place for owners is the password protected "Owners Only" website. To gain access to the "Owners Only" website you must register online choosing a user ID and password that only you know. Simply roll your mouse over the button at the top of the page that says, "Web Specials" and choose "Owners ONLY Website" from the drop down menu. This will bring up another page with instructions for new users and returning users. If you have forgotten your user ID or password shoot me an email and let me know. Your password is encrypted so I cannot see or reset it, but I can delete your user ID which will allow you to re-register.

The "Owners Only" website has owner forms such as rental agreements, sales listing agreements, usage forms, newsletters and calendars. While browsing, take the owner information survey or the RCI point's survey. We love to hear from you.

We want your email address to send information about your resort(s). We promise to never sell or give your email address to a third party. Please send an email to your resort(s) with your complete name and owner number. We plan to continue sending this newsletter and other informational pieces through snail mail so don't be concerned if you don't have access to email. But, if you don't have access to email, isn't it time?

Have fun, take a vacation.

Ron Schwartz

[Ron@VacationFLA.com](mailto:Ron@VacationFLA.com)