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MOUNTAINSIDE VACATION OWNERS' **NEWSLETTER** FALL/WINTER 2009/2010

PERPETUAL LEASE UPDATE

The exciting opportunity to extend original Mountainside Villa leases into perpetuity launched in June this year. The program enables owners to extend their leases forever, regardless of how many weeks or in which season they currently own. This is a special one-off opportunity for owners and their families to secure their future in the Columbia Valley for generations to come.

The sales division **Mount Fairmont Vacation Villas** have been busy re-writing new leases for the many owners who have taken advantage of this offer. Offices for Mount Fairmont Vacation Villas are located at the Fairmont Village Mall and the Mountainside Recreation Centre. Please call 1 866 433-3282 or email: lifetime@mountfairmont.com to make an appointment to discuss this exciting opportunity! If you haven't yet converted your lease, now is the time to make your Mountainside memories last forever.

GUEST COMMENT CARD

To whom it may concern:

Another wondrous vacation at Fairmont Mountainside! A jewel of a resort. Part of what makes our "retreat" here so magical is the hospitality and helpfulness of all the staff members. Beth runs a great group of office staff who are so friendly and helpful. Bastiaan & Kathy do "Wonders" in their positions, "going above the call of duty" as they assist owners and guests in making reservations! Debbie does an excellent job in managing her group of housekeepers who have done/do a great job in "fastidious" cleaning. Every maintenance person we've asked for help has been friendly and done a great job! I'm sure the Activity staff, even though we do not participate much, meet the same standard of excellence we have come to love at Fairmont!

While we love the majesty and beauty of the Canadian Rockies, we vacation at Fairmont exclusively, and enjoy the beautiful people of Fairmont who help make this a "Dream Vacation"!

B & J H

SKI FAIRMONT HOT SPRINGS AND SAVE!

IMMERSE yourself

Lift Rates for Mountainside Owners & Guests

HOURS: Full Day 9:30am to 4:00pm Half Day 12:30pm to 4:00pm		
Adult	Full Day \$41	Half Day \$34
Youth	Full Day \$31	Half Day \$28
Senior	Full Day \$31	Half Day \$28
Child	Full Day \$22	Half Day \$21

NEW THIS SEASON: 300 ft. Magic Carpet lift!

Enjoy Hassle Free Ski & Snowboard Rentals!
 We have this season's latest Rossignol equipment and great deals! Rent from us and take your skis with you when you visit other Ski Hills. Daily, weekly and seasonal package discounts available.

Full Day Ski & Snowboard packages including helmets and wristguards:
 Adults \$31, Youth \$27, Child: \$22, Tot (up to 6) \$15.



MOUNTAINSIDE VILLAS ARE AN



INTERVAL INTERNATIONAL

PREMIER

MEMBER RESORT

			2011				2012			
SEASON	MONTH	WEEK NO.	FRI	SAT	SUN	MON	FRI	SAT	SUN	MON
PRIME	JAN	1	07-14	01-08	02-09	03-10	06-13	07-14	01-08	02-09
SKI	"	2	14-21	08-15	09-16	10-17	13-20	14-21	14-21	09-16
"	"	3	21-28	15-22	16-23	17-24	20-27	21-28	21-28	16-23
"	"	4	28-04	22-29	23-30	24-31	27-03	28-04	28-04	23-30
"	FEB	5	04-11	29-05	30-06	31-07	03-10	04-11	04-11	30-06
"	"	6	11-18	05-12	06-13	07-14	10-17	11-18	11-18	06-13
"	"	7	18-25	12-19	13-20	14-21	17-24	18-25	18-25	13-20
"	"	8	25-04	19-26	20-27	21-28	24-02	25-03	25-04	20-27
"	MAR	9	04-11	26-05	27-06	28-07	02-09	03-10	04-11	27-05
"	"	10	11-18	05-12	06-13	07-14	09-16	10-17	11-18	05-12
"	"	11	18-25	12-19	13-20	14-21	16-23	17-24	18-25	12-19
PRIME	"	12	25-01	19-26	20-27	21-28	23-30	24-31	25-01	19-26
GOLF	"	13	01-08	26-02	27-03	28-04	30-06	31-07	01-08	26-02
"	APR	14	08-15	02-09	03-10	04-11	06-13	07-14	08-15	02-09
"	"	15	15-22	09-16	10-17	11-18	13-20	14-21	15-22	09-16
"	"	16	22-29	16-23	17-24	18-25	20-27	21-28	22-29	16-23
"	"	17	29-06	23-30	24-01	25-02	27-04	28-05	29-06	23-30
"	MAY	18	06-13	30-07	01-08	02-09	04-11	05-12	06-13	30-07
"	"	19	13-20	07-14	08-15	09-16	11-18	12-19	13-20	07-14
"	"	20	20-27	14-21	15-22	16-23	18-25	19-26	20-27	14-21
"	"	21	27-03	21-28	22-29	23-30	25-01	26-02	27-03	21-28
"	"	22	03-10	28-04	29-05	30-06	01-08	02-09	03-10	28-04
"	JUN	23	10-17	04-11	05-12	06-13	08-15	09-16	10-17	04-11
GOLDEN	"	24	17-24	11-18	12-19	13-20	15-22	16-23	17-24	11-18
"	"	25	24-01	18-25	19-26	20-27	22-29	23-30	24-01	18-25
"	"	26	01-08	25-02	26-03	27-04	29-06	30-07	01-08	25-02
"	JUL	27	08-15	02-09	03-10	04-11	06-13	07-14	08-15	02-09
"	"	28	15-22	09-16	10-17	11-18	13-20	14-21	15-22	09-16
"	"	29	22-29	16-23	17-24	18-25	20-27	21-28	22-29	16-23
"	"	30	29-05	23-30	24-31	25-01	27-03	28-04	29-05	23-30
"	AUG	31	05-12	30-06	31-07	01-08	03-10	04-11	05-12	30-06
"	"	32	12-19	06-13	07-14	08-15	10-17	11-18	12-19	06-13
"	"	33	19-26	13-20	14-21	15-22	17-24	18-25	19-26	13-20
"	"	34	26-02	20-27	21-28	22-29	24-31	25-01	26-02	20-27
"	"	35	02-09	27-03	28-04	29-05	31-07	01-08	02-09	27-03
"	SEP	36	09-16	03-10	04-11	05-12	07-14	08-15	09-16	03-10
PRIME	"	37	16-23	10-17	11-18	12-19	14-21	15-22	16-23	10-17
GOLF	"	38	23-30	17-24	18-25	19-26	21-28	22-29	23-30	17-24
"	"	39	30-07	24-01	25-02	26-03	28-05	29-06	30-07	24-01
"	OCT	40	07-14	01-08	02-09	03-10	05-12	06-13	07-14	01-08
"	"	41	14-21	08-15	09-16	10-17	12-19	13-20	14-21	08-15
"	"	42	21-28	15-22	16-23	17-24	19-26	20-27	21-28	15-22
"	"	43	28-04	22-29	23-30	24-31	26-02	27-03	28-04	22-29
LEISURE	NOV	44	04-11	29-05	30-06	31-07	02-09	03-10	04-11	29-05
"	"	45	11-18	05-12	06-13	07-14	09-16	10-17	11-18	05-12
"	"	46	18-25	12-19	13-20	14-21	16-23	17-24	18-25	12-19
"	"	47	25-02	19-26	20-27	21-28	23-30	24-01	25-02	19-26
"	"	48	02-09	26-03	27-04	28-05	30-07	01-08	02-09	26-03
"	DEC	49	09-16	03-10	04-11	05-12	07-14	08-15	09-16	03-10
"	"	50	16-23	10-17	11-18	12-19	14-21	15-22	16-23	10-17
GOLDEN	"	51	23-30	17-24	18-25	19-26	21-28	22-29	23-30	17-24
"	"	52	30-06	24-31	25-01	26-02	28-04	29-05	30-06	24-31

MOUNTAINSIDE VACATION INTERVAL INTERNATIONAL SCHEDULE

Please take the time to verify your vacation week dates. Confirm your reservation at least two weeks in advance of check-in (**250 345-6341**). If you are unsure of when your week is scheduled, or how to read the **Mountainside Vacation Interval Schedule**, do not hesitate to call the Reservation Office for assistance. The department is staffed Monday to Friday between 9am and 5pm MST, closed Thanksgiving Day and Remembrance Day.

Reservation requests made by facsimile (250 345-6299) or email (info@mountainsidevillas.com) will be addressed when time is available between dealing with patrons at the counter and phone enquiries. If you call at times outside of regular office hours please understand that the Front Office staff on duty will gladly take a message, but they are unable to confirm any reservation requests.

Owners of **Floating Time** should note the individual season's booking cut-off dates below. After these times all unreserved weeks in your season of ownership will be available for public rental. Should you call to request a booking after the dates specified below you risk being unable to book space either for personal use or deposit with a vacation exchange company.

2010 Prime Golf	17 February	2010 Golden	12 May
2010 Leisure	29 September	2010 Prime Ski	02 December

Floating Owner reservations are made on a first come, first served basis, according to space availability. Reservations may be made up to one year in advance on a week number basis, beginning the first weekday of the week in the year preceding the sought after week of arrival based on the Mountainside Vacation Interval Schedule. Thus, the first day one may arrange for a reservation in the coming year will always be either a Friday or Monday, whichever occurs first in the present year's week number.

MESSAGE FROM OUR NEW RECREATION DIRECTOR STEPHANIE CALVERT

As the leaves change brilliant colours and the air becomes crisp it is a sure sign that we must wave good-bye to summer and embrace the seasons to come. I am so happy to be the new Recreation Manager here at Mountainside. What an amazing place to be a part of. Everything from the wonderful guests (you!), great team of staff and a beautifully vast valley to explore and play in; life here is good! As they say, "The Mountains shall bring peace to the people" and I'm sure all of you can agree!

I'm originally from Moose Jaw, Saskatchewan. Yes, I'm a "flat-lander" and proud of it. However, my heart belongs in the mountains, so here I am. I graduated with my Recreation & Tourism Management Diploma and I am excited I have the opportunity, to not only use my education, but also to meet and have fun with all the owners and guests here at Mountainside. I am filling the shoes of Bruce Hallford whose vibrant, caring personality enriched many of your vacations this season. Bruce was a fantastic mentor coming into this position and his wonderful assistant Taylor was terrific at showing me the ropes. Once again this summer's programs were busy and very well attended which goes to show our guests love to have fun!

I am eager for the snow to fly as it is my first winter here in the valley and I can't wait to play in our winter wonderland. The recreation opportunities this winter season will be endless, with everything from snowshoeing, skiing/snowboarding, tobogganing, ice fishing, hiking and so much more! We will be offering Panorama lift tickets for sale at our front desk, hosting fun winter events, embarking on guided snowshoe hikes weekly and I am proud to announce that a jam can curling rink will be a new addition this winter. Plus there are always surprises around each corner so expect some fresh and exciting activities. I am also a crafter at heart; I am looking forward to creating some fun and imaginative things with you.

Look forward to meeting all of you in the near future. Have a fantastic winter!!

Stephanie Calvert





Dear Villa Owner,

Nov. 25, 2009

I am pleased to enclose for your review our 2009/2010 Winter Newsletter, a summary of our projected 2009 operating expenditures and the budget for 2010. We expect to close the year on budget. For the most part all of our expenses were in line with our plan.

In June Fairmont Hot Springs Resort (FHSR) announced that it was going to sell the units forward to perpetuity, a program that has been well received by the owners. It is a great option to provide a lasting legacy for your family as well as providing yourself with a positive monetary asset as opposed to a declining one. FHSR have announced that they will be building eight new units on our site starting in 2010.


In light of the FHSR announcement it is prudent for the management company to keep up the refurbishing and maintenance to the villas. The maintenance fees will increase 4.5 percent which includes a \$8.00 per villa increase in the refurbishing budget. See page five for our projected year end expenses and the budget, which includes the maintenance fees for both a one and two bedroom villa. Please review the budget and if you have any comments or concerns please contact your General Manager, David Dupont.

Fees for both MasterCard and Visa have escalated in 2009 so the cheapest way for the Management Company to receive maintenance fees from Canadian owners is via internet banking. Please use this feature through your bank to pay your fees. International customers can go to our website www.mountainsidevillas.com, click on Owner's Section, then Pay Annual Fees and this takes you to Pay Pal. Interest is charged on the balance due after January 31, 2009 and to be fair to all owners, our late payment policy will be adhered to.

Fairmont Mountainside Villas continues to be a Premier Resort, Interval International's most prestigious designation.

The Mountainside Team continues to set the bar for hospitality, maintenance and housekeeping at a very high level so this Resort continues to be among the very best in Canada. I would like to take this opportunity to express my appreciation for their efforts and a job well done.

Keep your comments coming via e-mail. Many of your suggested ideas have been adopted in our overall plan to make Fairmont Mountainside Villas an outstanding Resort.

Yours truly,

Don Seable
President

And in the end, it's not the years in your life that count. It's the life in your years.....Abraham Lincoln

FAIRMONT VILLA MANAGEMENT STATEMENT OF OPERATING PROJECTIONS

	PRO FORMA 2009	UNIT / WK	PROJECTED 2010 Costs	UNIT / WK
SALARIES & CONTRACTS	\$1,386,000	\$234.28	\$1,426,665	\$241.15
REPAIRS & MAINTENANCE	139,600	23.60	144,000	24.34
SUPPLIES	123,000	20.79	123,000	20.79
HYDRO	233,000	39.38	230,000	38.88
PROPANE	60,000	10.14	60,000	10.14
PROPERTY TAXES	63,000	10.65	63,000	10.65
UTILITIES, ROADS & WASTE	127,000	21.47	121,000	20.45
INSURANCE	37,000	6.25	40,000	6.76
BAD DEBT PROVISION	0	0.00	0	0.00
GENERAL ADMIN. & OFFICE	29,700	5.02	26,700	4.51
AUTOMOTIVE	28,000	4.73	26,000	4.39
LEGAL & AUDIT	15,000	2.54	15,000	2.54
AMORTIZATION	20,500	3.47	22,800	3.85
BANK SERVICE CHARGES	64,000	10.82	65,000	10.99
TELEPHONE & FAX	7,500	1.27	7,000	1.18
POSTAGE	11,000	1.86	12,000	2.03
SOCIAL & RECREATIONAL	-1,400	-0.24	0	0.00
CABLEVISION	15,000	2.54	15,000	2.54
TRUSTEE FEES	16,000	2.70	16,000	2.70
NEWSLETTER	14,000	2.37	15,000	2.54
FIREWOOD	5,000	0.85	5,000	0.85
MISCELLANEOUS	17,500	2.96	16,727	2.83
DEFICIT RECOVERY	0	0.00	0	0.00
TOTAL EXPENSES	\$2,410,400	\$407.44	\$2,449,892	\$414.11
MISCELLANEOUS INCOME	309,280	52.28	272,692	46.09
NET OPERATING COST	\$2,101,120	\$355.16	2,177,200	\$368.02

THIS AVERAGE TRANSLATES AS FOLLOWS

	1 BEDROOM VILLA	2 BEDROOM VILLA
BASIC FEES	\$332.77	\$383.25
REFURB CONTRIBUTION	\$78.00	\$83.00
MANAGEMENT FEES	\$61.61	\$69.94
	\$472.38	\$536.19
5% G.S.T.	\$23.62	\$26.81
TOTAL 2010 FEES	\$496.00	\$563.00

TO RENT

W4, Two Bedroom, February 8 to 15, 2010. Call Hertha 250-428-8623

TO PURCHASE

One or Two Bedroom week number 38. Call Janet 780-467-2972

HOTEL ASSOCIATION OF CANADA GREEN KEY AWARD



TO TRADE

Unit S8 Week 23, June 5-12, 2010 for a two bedroom villa later in June, July, or August, 2010 Call Orest at 780-438-2728 or e-mail evenet@telus.net.

CHRISTMAS TREES

In an effort to make your villas even more like a holiday home, this year trees will be available by calling our front desk at 250-345-6341. Trees are 5' to 6' and cost \$15.00 each. Make sure to bring your own decorations, stand and trimmings.

S2 SHOW VILLA SURVEY RESULTS

We want to thank everyone who took the time and visited our show villa and filled out the questionnaire. Below 15 the consensus of the comments given by the owners.

Questions:

1. Why Oak trim and base? As oak is used in the majority of Villas it was decided to stay with this product. It is very hard and durable and easy to work with.
2. Why not granite counter tops? Granite is too expensive to continue forward with all units. The tile chosen is much less expensive and does a great job. The only change to make is to use a different product on the edging.
3. Why did you take away the back deck bench? Going forward the resort has to conform to the building codes. All decks with the bench over 20 inches from the ground have to be changes over time.
4. Why no pulls on the cupboards? This was a mistake and will be changed this winter.
5. Why didn't you mount the main TV on the wall? The TV can be mounted but we still have to consider the DVD player. It was decided to stay with the table for that reason.
6. Why did you paint the front door? As some of our front doors are in bad shape the painting option seemed to be the best. We decided to paint each cluster in a different color.
7. Why the air conditioner and heat pump system? We thought that air conditioning would be a huge positive. However ,the survey said that the owners would far sooner spend that amount of money on other improvements. We are going to hard-wire the thermostat as opposed to the remote that is too hard to use.
8. Why not king beds? To introduce king beds at this time would be very costly. We would have to have another set of linens and bedspreads. In checking with other time share resorts we found that the queen size was still the norm.

Positives:

1. Porcelain tile in all areas of villa that require hard surface. (floors/backsplashes).
2. Nylon carpet and color.
3. Colors of unit in general.
4. Outdoor furniture.
5. Second TV in bedroom.
6. Sliding doors instead of bifolds.
7. In floor heat in the bathrooms.

Cost:

The cost of renovating S2 is in line with the renovations of the other units except for the heat pump/air conditioner and the kitchen cupboards.

