



“ The view from these rooftop terraces is extraordinary. ”

Mike Dolente

## OBBR Continues Timeshare Unit Enhancements

The resort-wide renovation program at Oyster Bay Beach Resort began this spring with an overhaul to 18 units in buildings 20-23. The addition of five rooftop terraces to the Mainsail Pavilion is also underway.

The overhaul of the units, located between the gatehouse and Beau Beau's, should be finished late July/early August of this year. The rooftop decks are scheduled to be finished late May/early June.

“The two-bedroom units are particularly popular among owners,” said Mike Dolente, Executive Vice President of the developer of Oyster Bay Beach Resort, “especially with the views of Dawn Beach and the ocean.”

Interior design work is being managed by Pamela Temples Design Group, the same award-winning firm that designed the Mainsail Pavilion.

“The furniture, artwork, bedding and soft goods will be very close in style and quality to the furnishings of the Mainsail building,” said Dolente.

In addition, kitchens in each of the 18 units will be completely transformed with new cabinets, appliances, kitchen-ware and other first-class improvements. The units are also getting new flat screen plasma televisions.

The units under renovation are comprised of two bedroom, one-bedroom and lock-out units and will be enhanced to standards that will rival units in our Mainsail Pavilion.

Joe Sistler, the architect for Mainsail and the Lighthouse, will oversee the design and construction of the unit improvements.

“Sistler will also manage the installation of the outdoor living spaces at the Mainsail Pavilion, which begins immediately,” Dolente said.

Each of the five two-bedroom units located on the top floor of the Mainsail Pavilion will be augmented with rooftop terraces, complete with beds, kitchens, extensive decking and most importantly individual pools equipped with a “European spa” for swimming laps. The rooftops overlook the Caribbean ocean and St. Barths.

## Mainsail and Spinnaker Sales Take Off

There's a great deal of interest in Pearl Development's latest projects and units are going fast!

On the heels of their Lighthouse success, Pearl Development reports several sales at both Mainsail Pavilion and Spinnaker – Oyster Bay Beach Resort's condominium and fractional offerings.

The five-unit Penthouse level of two-bedroom apartments in the Mainsail Pavilion feature individual rooftop living decks, each with its own pool, deck, lounge and outdoor kitchen. Spinnaker is a six-unit community of two-bedroom condominiums with a pool and recreation area (to be built) and panoramic views of Oyster Pond Marina.

Sales of Mainsail units have been quite active. The timeshare owners of OBBR are showing a great deal of interest in buying Mainsail as fractional units (13 weeks at a time) and as whole ownership condominiums. Timeshare weeks are still available in Penthouse units, that include the rooftop deck and private pool. There have been whole ownership sales in the Mainsail Pavilion as well. Susan Coquin, General Manager of Lighthouse Realty, reports considerable interest in the spectacular and unique property.

Due to the exclusive characteristics of the units and the unique rooftop living spaces these units are premium. Space is limited, so don't wait! Check with Paolo LoCastro ([plocastro@obbr.com](mailto:plocastro@obbr.com)) to explore quarter share and weekly timeshare availability at Mainsail.

For whole ownership opportunities at any of our properties, check with Susan at Lighthouse Realty at [scoquin@obbr.com](mailto:scoquin@obbr.com).



## Focus on Susan Coquin



Among the 12,000 owners at OBBR, Susan Coquin is one of the best known of our senior staff at the Resort. With us for 12 years, Susan started as the sales manager in 1998 and was personally responsible for many of the Resort's early sales. In 2006, she became the sales broker for Oyster Bay Beach Resort's new development, the Lighthouse, which wouldn't even break ground until 2007. A brave, but in the end savvy move, Susan sold out all of the Lighthouse units half-way through project completion.

*Our shining star, Susan is now assuming the role as General Manager of our new real estate brokerage company: Lighthouse Realty.*



In her new position, Susan will have an island-wide reach to real estate activities on St. Maarten. As Pearl Development anticipates additional whole ownership, timeshare and other real estate developments in the Oyster Pond area, the already-established Lighthouse Realty will position these endeavors for future success.

Born and raised in the small Pennsylvania town of Hazelton, Susan's Swiss boarding school education, degree from Boston University and marriage to Frenchman Danielle Coquin have contributed to her international panache and sophistication, making her a favorite among our international owners and guests. Her dedication and loyalty to Oyster Bay Beach Resort, and its owners is appreciated by all. Congratulations Susan and Bon Chance!

Contact Susan at **011-721-543-6040 x1201** or email her at [scoquin@obbr.com](mailto:scoquin@obbr.com)

Don't Forget

To visit the new website, almost all information, including our frequently asked questions (FAQ), Owner's VIP Program and photos have been updated. Since you can't be here in person just yet, visit us online today at [www.obbr.com](http://www.obbr.com).



# OWNER'S APPRECIATION WEEKS (OAW)

August 27th through September 30th

**Make your plans and mark your calendars! We're accepting reservations now.**

Stay at Oyster Bay Beach Resort for one week for an extremely discounted rate for a weekly stay. Check out the new renovations. Enjoy all of the extra, fun activities we have planned. Details will be provided on the website as the time draws near or call 1-888-784-6688. (For owners only)

## New Logo

Say hello to our new look! To complement the renovations taking place at Oyster Bay Beach Resort, we're simultaneously introducing a new look, both online and on paper. Our new logo and website were designed by the Tempe, Arizona advertising and marketing firm, Parker Madison. Our logo incorporates a number of design elements from our current logo and blends them into a new look that captures the essence of Oyster Bay Beach Resort: sun, ocean, oysters, pearls and, according to Parker Madison, a stylized depiction of a bird's eye view of our iconic new Lighthouse.



**Oyster Bay**  
BEACH RESORT

## Oyster Bay Beach Resort Proudly Unveils Its New Website

OBBR has a new website! The recently-renovated, interactive website maintains the same web address: [www.obbr.com](http://www.obbr.com); however, it now contains easy to navigate web pages, up-to-date information, a new blog, and a series of photo galleries for your viewing pleasure. We encourage you to check it out today.

## A New Level Of Ownership

*Also updated on the new OBBR website is the new and improved Owner's VIP program. The program allows owners to earn significant cash bonuses by referring friends and family for a discounted vacation at Oyster Bay Beach Resort. Be sure to visit this page to cash in on the goodies, all while doing your friends and family a favor.*



# Fixed Week Sales Program Continues to Make Records

"The last six months marked record sales for Oyster Bay Beach Resort," said Director of Sales & Marketing Paolo LoCastro.

Sales in excess of \$5 million dollars are attributed to an increase in long-time owners upgrading their flex week to a fixed week share of the recently completed Mainsail Pavilion.

While OBBR has always had a fixed week program, timeshare owners have historically chosen the flex week vacations. Now, as the owner base matures, owners are upgrading to a specific week and unit to accommodate the hectic schedules of their extended families.

"We make it easy for owners to upgrade," Lo Castro said. "OBBR accepts an owner's flex-week at full value\* as a discount off the fixed-week purchase price, making an upgrade affordable for owners."

Traditionally a favorite of new timeshare owners, the flex week program continues to maintain popularity among the newer generations of timeshare vacationers. LoCastro notes that OBBR remains an attractive timeshare choice due in part to the recently completed Mainsail Pavilion and The Lighthouse. The recognition garnered by the new properties, as well as the addition of 30 oceanfront timeshare units, are added benefits to owners.



In addition, the Resort recently started its planned improvements to existing units, creating additional opportunities for flex-use owners to experience first-class, oceanfront accommodations at the Resort.

The first phase of improvements encompasses 18 units in buildings 20-23 and will be completed July/August of this year. The upgrades, coupled with the already existing panoramic views of the ocean and Dawn Beach, will make the units top choices for both flex-use and fixed week owners.

"The views of Dawn Beach and the ocean are absolutely spectacular and can't be beat anywhere in St. Maarten," said LoCastro.

\*the amount they originally paid for the property

