

Edition 1

The Four Seasons QUARTERLY

Four Seasons Country Club
Quinta do Lago

GOLF ETIQUETTE

1. Be early on tee. Arrive ten minutes before tee-off.
2. Have a pitch mark repairer and a ball marker in your pocket
3. Don't talk or move while partners are about to play
4. When approaching the green with a buggy drive outside and around the bunkers
5. When approaching the green with a trolley do not walk between the apron and bunker
6. When carrying the clubs do not walk through or on to the green
7. Always repair your pitch mark on the green and one other that someone has forgotten
8. Do not stand between the hole and the line of a partners putt
9. While attending the flag, hold it in hole at arms length, so that your feet are not near the hole.
10. Walk quickly between shots, call players behind if lost, and, most important of all, always shout out aloud "FORE" immediately if you think your ball is heading, or going to land, near another player.

TO ALL LOCAL MEMBERS

The Club Management find it difficult to contact local resident members in Quinta do Lago and the surrounding area.

During 1989 the club will be organising events in the club, both sports, entertainment and restaurant events.

The problem is that a large percentage of local resident members have their membership addresses in England, Ireland, Holland, etc., which prevents us sending monthly information to your villa in the Algarve. We would appreciate it if you would let us know your local address and telephone number so that we can communicate with you regarding monthly events.

Please contact St John Kelliher, the Club Manager, with your local addresses.

The First Edition

A very warm welcome to the first edition of the Four Seasons Country Club Quarterly.

What is this, you may ask?

The Quarterly is the Four Seasons Country Club's own newsletter to members. It is written by me, with the help of the Board of Directors, so that you as a member are made fully aware of what is happening here in your club at Quinta do Lago.

At a recent Board of Directors' Meeting it was agreed that you will receive four "Quarterlies" per year to keep you updated on any changes and improvements that are made to your club.

Over the last few months the Club has gone through a very important milestone in its' history, namely, being handed over by the developers, McNerney, to you. I am sure you agree that McNerney has developed the most luxurious club in Europe for you. Your club is visited by many international developers from around the world to study the standards and design of your resort.

When I was appointed Club Manager last May, I took on a very challenging opportunity to operate your club. Over the last 6 months I have studied and observed the operation, so that the Management and Staff of the club can provide exactly what you require during your holidays here.

There are certainly difficult areas to operate within the clubhouse due to the lack of support from the members - please read the article "Support Your Club".

Golf at certain times of the year is over burdened. The management have studied this very closely. Through negotiations with various golf courses in the Algarve we have opened the doors for our members to play golf on other courses. Please understand that our main priority is to fill the three hours of golf times that we have available in Quinta do Lago first. (See article on golf)

The direction I have had from the Board of Directors is very clear. It is to maintain the present standards of the club as economically as possible. I am confident that the management team, the staff and myself can achieve this with your help.

The management have tried from time to time to get members together so that you can all meet. A club will never function as a club unless there are friendships and acquaintances within the club. Why not meet in the clubhouse each evening for a drink between 6 and 7 o'clock. We could organise a villa block party so that all members staying in the same block of villas during their stay could meet. We could also organise competitions, golf, tennis and squash between blocks of villas - but, to repeat - it is necessary for you to participate to make all events successful.

I look forward to meeting you all next year, preferably in the bar and restaurants during your stay.

Best wishes for the New Year,

St. John Kelliher

St John Kelliher
Club Manager.

NEW GOLF RESERVATION SYSTEM

A new golf reservation system for members of Four Seasons Country Club, Quinta do Lago, came into operation on 1st September 1988. This revised approach has been designed to give equal playing opportunity to all golfing members and will give most members several days golf per week. The main changes to our previous golf arrangements are:

Two of our 3 hours of guaranteed starting times on the Quinta do Lago golf course each morning (7.30 - 9.30 am) now are allocated to members according to their day of arrival at Four Seasons Country Club.

Arrive on Thurs = Golf on Sat/Sun
Arrive on Sat = Golf on Mon/Thurs
Arrive on Sun = Golf on Tue/Fri
Whenever possible, allocation of times will be based on members' stated preference for the 1st or 2nd hour. Each Wednesday has been set aside for a Single's Stableford Competition giving full stroke allowance, followed by dinner in the evening. Members wishing to play 'non-competition' golf on Wednesdays may put their names on a waiting list for 2 days in advance. Any available tee-times will be released in order of names on the list.

Members should note that some tee-times will continue to be available on the Quinta do Lago course outside our guaranteed starting times. We also have a discounted price for 9 holes in the late afternoon.

Our Golf Planner (GP) for each week purchased will be included with the letter which is sent to members in advance of their arrival date and requests details of their holiday requirements. Members wishing to play golf on holiday must complete the golf Planner(s) to Four Seasons Country Club 4 weeks in advance of arrival.

Members still have the opportunity to reserve golf in the usual way on their non-allocated days (see rules). In addition, for a nominal charge, members may reserve tee-times at other courses in the Algarve. Full details and booking form (Golf Reservation Card) are circulated with each Golf Planner. Forward bookings for golf can also be made by telephone.

Rules for Golf Reservations

1. To play golf on the Quinta do Lago course members may be asked to produce a current golf handicap certificate.

2. Priority is given to members in residence.

3. Payment for both allocated days must be made immediately on arrival. Green fees for allocated days must be paid by 12 noon following day of arrival.

Bookings via the golf reservation card for play on courses other than Quinta do Lago and Vilamoura must be accompanied by the 10% service charge. Payment is acceptable by escudos draft or sterling equivalent, made payable to Michael Hickey (Sports Director).

4. If rule (3) is not observed, both allocated days will be released.

5. All play outside the allocated days must be paid for at time of booking.

6. Members may book 2 days in advance (eg book on Tuesday for play on Thursday)

7. Members may only book allocated times 48 hours in advance when in residence.

8. Cancellations must be made before 12 noon on the day prior to play.

9. Non-resident members may only book after 3.00 pm on the day prior to play.

10. Holidaymakers renting a villa at Four Seasons Country Club, Quinta do Lago are eligible for full owners' privileges during their stay.

11. A waiting list will be kept daily at the Pro-Shop. This will operate 48 hours in advance and members must check between 12 noon and 3.00 pm on the day of play for golf availability through cancellations.

12. Four Seasons identification cards must be produced when making golf reservations.

13. Payment of Four Seasons green fees (for Quinta do Lago Golf Club and Vilamoura 1 and 2) may be made as follows:

Cash at Pro-Shop

Charged to villa number

Payment by credit card.

14. A discounted green fee rate for members of Four Seasons Country Club is available on the Quinta do Lago Course.

15. The 10% service charge is only applicable to tee-time reservations on courses other than Quinta do Lago or Vilamoura.

16. For personal reference, members are advised to keep a copy of the Golf Planner, fully completed with details of ALL their holiday golf reservations.

17. Reservations for golf on the Quinta do Lago course will include starting times

for the 1st and 10th tees and the Golf Club starter checks play on the 10th tee to ensure that there is a proper flow of uninterrupted play. (The standard time required by the Quinta do Lago Golf Club is 2 hours for each 9 holes with a 14 minute crossover time. The Golf Club has the right to prevent a player continuing if the time allocation is exceeded for the first 9 holes. A similar rule is being adopted by other Algarvian golf clubs).

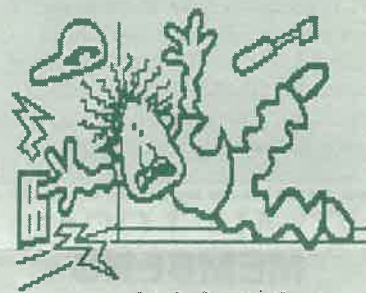
18. At the discretion of the Management, some rules governing golf reservations may be relaxed during the summer months.

The guaranteed golf starting times takes 2 hours of our actual golf times each day. We normally have times available on the third hour which may be reserved in the normal way.

ELECTRICITY CHARGES

We would like to draw your attention to the fact that electricity charges in the Algarve are high. The present cost of electricity to the club is 43\$00 per unit of electricity used within Four Seasons Country Club.

Due to the great usage of electricity within the resort the Club is on a



high demand rate.

The charge to you as a member is 30\$00 per unit. The additional 13\$00 per unit is paid from the Management Charges.

The average electricity charge presently works out at £30.00 per unit per week.

The costly items are air conditioning and the water boiler. It is not necessary to have the hot water boiler switched on all day, as it only takes 30 minutes for the whole tank to provide adequate hot water.

The switches for the hot water are located in the control panel inside the front door.

The cost of golf to Four Seasons Country Club

The three hours of golf available to the members of the Four Seasons Country Club is charged on a daily basis to the club by the Quinta do Lago Golf Club, regardless of whether it is used or not. We wish to make members aware of how this system works.

Three hours of starting times is equivalent to twenty-two starting times at 8 minute intervals, or 88 members playing golf.

During 1988, until 1st October the Golf Club charged to Four Seasons Country Club per starting time was 7,400\$00.

A single green fee from January to September 1988 cost members of Four Seasons Country Club 2,700\$00 per round.

One may believe that Four Seasons Country Club were making a profit for its members of 850\$00 per round of golf. This is not the case.

The average cost of a green fee was 2,650\$00 due to the following reasons. Unused times result in a cost with no revenue. When a two ball plays in 1 starting time we charge 5,400\$00, thus resulting in a loss of 2,000\$00.

A starting time makes a profit of 700\$00 when 3 members play in one starting time, and 3,400\$00 when 4 members play in a starting time.

But due to the unused starting times for the first 10 months during this year, the average cost of a single green fee was 2,650\$00 instead of 1,850\$00.

It is in our agreement with the Golf Club that we can only return unused times 90 days in advance.

To ensure that Four Seasons Country Club benefits from the starting times financially, we would ask you to observe the following:

1. Whenever possible play a 4 ball.
2. Play as often as you can while at the club.
3. The Board of Directors have decided that if a member wishes to play a 2 or a 3 ball, then the full price for a 4 ball is to be paid.
4. During the summer do not hesitate to bring outside friends, or recommend people to reserve their golf through Four Seasons Country Club sports department.

Remember. The more golf times we fill the greater the return to the club, resulting in a contribution towards management charges.

Services to members

The following legal services are provided to members as follows:

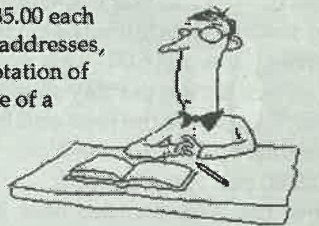
For changes to the Company's Register of Members, including the processing of Forms of Nomination and issue of new certificates in connection with the addition or resignation of members or joint members (for whatever reason), and including changes from resales. Fee £35.00 each

For change of member details including members' addresses, name (by marriage or statutory declaration) and notation of Power of Attorney. Such service to include the issue of a new certificate where appropriate. Fee £10 each

For the replacement of lost certificates (including the necessary indemnity) Fee £22.50 each

For acting as stakeholder as required by members

where resales of weeks are concerned Fee 1% of the sale price. The above fees shall include the preparation and despatch of one letter of explanation and instruction relevant to the transaction envisaged by the member together with the appropriate form required. Fees must be sent with application.



More revenue for the club

It has been agreed that the club's restaurants should be open on a reservation basis to non-members, for dinner only.

It is entirely up to the Management's discretion to accept dinner reservations to fill empty seats and create additional revenue.

This will not cause any inconvenience to members, but assure better use of manpower and facilities.

COMPANY MEETING

An extraordinary meeting of the company is to be held on 30th Dec 1988 at 36 Finch Road, Douglas.

The topics to be discussed will be a proposed amendment to the articles of association of the club to allow an increase in the number of Directors to 10 and the inclusion of new articles which would allow the identifiable costs of rendering specific services to be charged to members requiring those services.

The Golf Society

At the last Board of Directors' Meeting we discussed the implementation of a Golf Society. This proposal was met with favour.

The following reasons show how it will be implemented and why it is necessary for the Club to have a Golf Society.

It is estimated that 25% of the members of the Four Seasons Country Club do not have a Golf Handicap Certificate. The majority of this 25% come to the club during the low golf season, i.e. June, July and August.

During these months we sustain a loss on the provision of golf. Members might not be aware that we have to pay the Quinta do Lago Golf Club for 3 hours every day, irrespective of whether we use the 3 hours or not.

Hours taken	Tee times	Actual taken	Actual loss
2	1800	949	£6319
1 1/2	1395	542	£7276
1 1/2	1395	550	£7240
			£20835

With the introduction of a Golf Society it may be possible to reduce this loss during the above mentioned months. We have organised a three day Golf Coaching programme in order to introduce beginners to the art of golf, which is strongly recommended.

The Golf Society would not be an excuse to give members a licence to play golf if they never played before. It could be organised and managed through a Sports Dept in conjunction with the Quinta do Lago golf pro, Peter Millhouse.

All members wishing to join the FSCC Golf Society would have to undergo the Adult Golf Coaching Programme. When the programme is completed if the pro decides that a member does not have the standard required to acquire a Golf Handicap, they would have to practice, and return for re-assessment, and not be admitted until of a sufficiently high standard.

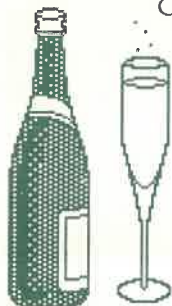
During the other months of the year we also have members who play golf, but who do not have handicap certificates. The majority of these members are lapsed golfers, who are capable of playing golf, and who are aware of Golf etiquette and standards. As the rule will be enforced by the Golf Club these Members will be unable to play golf during their membership weeks, because by providing a Golf Society and insisting that if they wish to play golf they would have to be assessed before they could join the FSCC Golf Society.

St. Fin Keller

Support Your Club

Presently, the average spend per villa per week in the clubhouse on food and beverages is £115.00. This equates to £5.40 per person per day staying in the club. To achieve the food and beverage revenue budget for 1989 we require £125.00 per villa per week.

How can you as members help the Club's food and beverage revenue?



How about a champagne breakfast on the morning of your departure? Why not meet and entertain your friends with dinner in the clubhouse?

Drinks at nearby Golf

Clubs are 50% more expensive than in your own club, so it makes sense to have your after game drinks in the Four Seasons clubhouse. Our new lunch menu offers a far better variety of food than the golf clubs in the area, at very reasonable prices.

The club restaurant has now become one of the busiest in the area, with an average of 70 members dining each evening. The restaurant can seat 100 members.

On the "Your Opinion" reports, the restaurant is scoring an average of 87% of excellence and 13% good on quality of food and service. A new a la Carte menu with a set dinner has been recently introduced and is proving very popular.

Are you a member of the driest bar in Europe? The average spend per member per day on liquor in the bar is £1.00. It is difficult to believe that members can only consume this little liquid, particularly with the climate in the Algarve.



The club bar is by far the most under-used area in your club. The club management has recently employed a professional piano player, to provide entertainment in the bar during the evening. A dart board has been placed in the snooker room, Trivial Pursuits is also available, and hot snacks are sold at the bar.

If you are going out for dinner, why not meet at the bar first for drinks?

Tony, the restaurant entertainer, has recently returned from England where he is recording an LP. We are looking forward to seeing him hitting the big time in the near future.

You may wonder what happens to the profit from the food and beverage operation.

It is paid to the club to help subsidise the management charges.

So please do not forget that each time you use the club's restaurant and bars, it helps to keep your management charge down.

As a new year's resolution why not promise to use your club facilities a bit more next year, and thus save on your management charges.

Your restaurant team is looking forward to pampering you . . .



**Dinner Dances
Barbecue Parties
Portuguese Evenings
Good Food and Good Fun**

Anticipated 1989 Rental Rates

Actual paid to members (per week, only if rented)

	Week No.	T3	T2	T1	T0
Jan	01 - 03	327.25	297.56	199.75	153.00
Jan - Feb	04 - 05	348.50	327.25	225.25	178.50
Feb - Mar	06 - 12	403.75	374.00	276.25	199.75
April	13 - 14	425.00	403.75	297.50	250.75
April	15 - 16	522.75	497.25	365.50	289.00
April - May	17 - 20	527.00	501.50	374.00	297.50
May - June	21 - 25	573.75	548.25	374.00	297.50
July	26 - 28	680.00	654.50	420.75	340.00
July - Sept	29 - 35	786.25	756.50	493.00	391.00
Sept	36 - 39	654.50	625.75	420.75	314.50
Oct	40 - 43	573.75	552.50	391.00	263.50
Nov	44 - 45	425.00	399.50	276.25	199.75
Nov	46 - 47	399.50	374.00	250.75	178.50
Dec	48 - 50	348.50	327.25	221.00	153.00
Dec	51 - 53	471.75	446.25	289.00	187.00

Villa Nos	01 - 28	Saturday - Saturday	Villa Types	T3 = 2 bed 3 bath
	29 - 62	Sunday - Sunday		T2 = 2 bed 2 bath
	63 - 96	Thursday - Thursday		T1 = 1 bed 1 bath

Four Seasons Country Club Calender - Week 1 commences Sat 7th Jan.

Guests of non-resident members

The following ruling on guests of non-resident members has been agreed by the board of directors.

Visitors accompanying non-resident members wishing to use the Club's sports and recreational facilities will have to be charged 1,000 escudos per person with no reductions for children.

This rule does not apply in case the party wishes to dine during the evening.