

## Belle Maer Becomes a Winter Wonderland...

**All of us at Belle Maer wish you a most joyous and prosperous Holiday Season.**

Even before the start of winter became official, it seems to have settled in with vigor in Michigan. The downside is that it's just plain cold. But the upside is that if we get a long and cold winter, water evaporation in the Great Lakes may be minimized and lake levels will stabilize. And of course, it's also beautiful this time of year. Here is our annual Holiday postcard...



## Marina Gets a New Sign

Belle Maer Harbor's new sign, rendered in more a contemporary color and design combination, now directs boaters and visitors at the corner of North River Road and Conger Bay Drive.



## Winter Office Hours

Monday – Friday: 8:30am – 5:00pm

Saturday: 10:00am – 4:00pm

The office will be closed for the Christmas and New Year holidays from December 22, 2007 through January 1, 2008. The office will reopen on Tuesday, January 2, 2007.

The Marina yard will remain open during daylight hours (8:00 am to 5:00 pm) during the holiday season except for Christmas Day and New Year's Day. From 2:00 pm on December 24th through Christmas Day and from 2:00 pm on December 31st through New Year's Day, the Marina yard will be locked and no admittance will be allowed, so that employees and guards can enjoy the holidays with their families.

## K-9 Training Held on Belle Maer 'Campus'

Recently, a lively group of volunteers and their animals "took over" the grounds at Belle Maer for a canine training drill to keep the animals and their handlers in top form.

The event was organized by K-9 One Search & Rescue, a Michigan-based volunteer group committed to recovering missing persons. Their team trains and makes available K-9 units for wilderness, human remains detection, urban and disaster recovery and trailing.

According to Pat Lamson, chairman and president of K-9 Search and Rescue, the team holds weekly training sessions but once a month stages a more elaborate training scenario — which the group participated in at Belle Maer in November. Joining them was an observer from the Macomb Township Police Deputy, who brought his police dog. The scenario the group was asked to solve with their K-9 units involved a fictional group of illegal immigrants who encountered a group of squatters — with suspected violence the end result.

Shown here is the group assembled in front of the bath house, where a sign prominently displays the words, "No Dogs Allowed." Well, was for a good cause...



"No dogs allowed"

## **Belle Maer Gears Up for New Season**

Here we are tight in the grip of Old Man Winter, but there is hope: it's almost 90 days to Launch! That's why we wanted to remind you that the application and deposit for your summer well or rack needs to be returned to the Belle Maer office by January 15.

"As most of our tenants know," explains Eric Foster, "we have held the line on our pricing for the 2008 season in light of the current economic conditions in Michigan. And we've done this in light of the many improvements we've made and continue to make—these include the swimming pool expansion, and the resurfacing to our tennis and basketball courts.

"We've also made a lot of progress painting our buildings, and plan to continue painting the remaining buildings," Eric says. "New trees have been planted on B row and in March we will perform some maintenance dredging of our entrance channel. And all of this is being done at a time when other marinas are cutting back services to their customers."

For the 2008 season, Belle Maer is offering to rent the 30' slips between W3 and W12 at 50 percent off normal rates for storage of additional watercraft. The marina will also allow two customers to joint lease a single slip for multiple PWCs. Belle Maer management developed this program an economical solution to the situation with customers storing additional watercraft behind their boats that may create a navigational hazard.

## **Belle Maer Increases Sponsorship Credit In 2008 So Please Go Out And Sponsor A Friend!**

Marketing experts and Marina management agree: current customers tend to be the best salespeople. In response, Belle Maer has announced an increase in its sponsorship credit. The Marina is now offering a total of \$750 in credits for each sponsored new boater who leases a Belle Maer Harbor rental slip for the 2008 season (excluding rack storage or condominium wells not owned by Belle Maer). A \$500 credit will be given to the sponsoring customer and a \$250 credit to the new boater. If the sponsoring boater prefers to give the sponsored boater all or part of the \$500 credit, the Marina will allocate the credit according to their wishes.

So why not make a phone call to your friends at other marinas and suggest they check us out at Belle Maer Harbor before they make their 2008 slip deposit. And please make sure your friends understand the value that Belle Maer Harbor offers for their boating dollar—with our drive-up slips, security service at our gated land entrance, marked water entrance, landscaped grounds, convenient guest parking, children's playscape, tennis court, basketball court, volleyball court, putting green, heated pool, two bathhouses, laundry facilities, wide fairways, July 4th fireworks—and restaurants conveniently located nearby.

In fact, Belle Maer Harbor beats all of the competition with the best amenities and the best location:

- \* Direct access into Anchor Bay without having to navigate the congested Clinton River.
- \* Belle Maer is located in the clean waters of Anchor Bay north of the Clinton River.
- \* Anchor Bay is home to all of the popular boating destinations such as the islands, shipping channels and Metro Beach. The close proximity of these locations allows our boaters to use their boats with a much lower fuel usage.
- \* Belle Maer is a family marina in a park-like setting with all the amenities necessary to enjoy your boat as a "floating cottage."

After you have called your friend and asked them to consider Belle Maer, call the Marina office at (586) 465-4534 and register their name as your contact. The staff will follow up by mailing them a brochure and information packet.

## Eric Foster Receives 2007 MBIA "Lighthouse Award"

Eric Foster, General Partner at Belle Maer Harbor, was recognized for his contributions to the Michigan Boating Industries Association's legislative efforts during the MBIA's Recreational Boating Educational Conference (RBEC) held in November in Traverse City.

"We saw a need to recognize individuals for special contributions which help the MBIA achieve its goals," said MBIA President Van Snider. "So in 2004 the MBIA created a new award category called the "Lighthouse Award" and we are pleased to award those who go above and beyond for our industry."

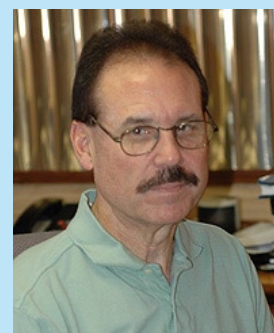


Eric Foster and John Hatfield, MBIA Chairman

## Eric Foster Elected Vice Chairman of MBIA

Eric Foster, General Partner at BMH, was elected vice chairman of the Michigan Boating Industries Association for 2008. The election was held at the MBIA's Recreational Boating Educational Conference (RBEC) held in November in Traverse City.

The MBIA is a non-profit trade association dedicated to the promotion, protection and advancement of the recreational boating industry in Michigan. The MBIA currently represents nearly 400 marine businesses in Michigan.



Eric Foster, MBIA Vice Chairman

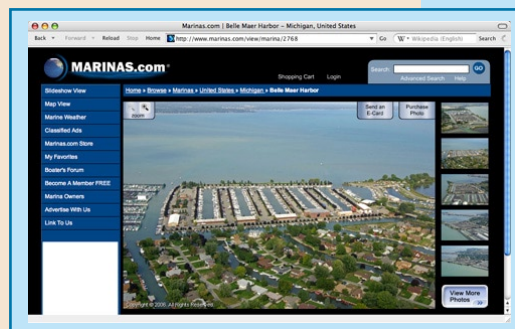
## Beautiful Framed Photos of Belle Maer Now Available On Line at Marinas.com

Beautiful aerial photographs of Belle Maer Harbor are now available for purchase through Marinas.com.

There are seven different aerial scenes available, and they can be ordered in a variety of sizes, either framed or unframed. Image downloads begin at \$14.95, and an 18" x 12" framed and matted print is \$211.68.

For more information, log onto marinas.com and follow this link to the Belle Maer Harbor page:

<http://marinas.com/view/marina/2768>



## Complimentary Tickets Coming Soon for 50th Annual Detroit Boat Show:

**The original, the biggest and the best - Boat show with entertainment for kids and great exhibits and deals for adults**

More than 70,000 Michigan residents are expected to visit more than 200 exhibitors and see 1,000 new 2008 model boats of all types and sizes during the 50th Annual Detroit Boat Show scheduled for February 16–24 at Cobo Center in downtown Detroit.

And this year, for the first time, Belle Maer will direct mail an MBIA flyer containing complimentary and discounted tickets to the Detroit Boat Show so our customers can enjoy a little summer fun in the middle of February. With admission tickets priced at \$11 each for the public, this should be a welcome opportunity.

With more than 200 companies showing more than 1,000 boats from 10–52 feet, there is no better way to compare and shop for a new boat. Many dealers offer early order discounts as an added incentive to buying at the show. Boats purchased at the show can be customized and ready for a spring launch.

More than 1,500 boats, worth an estimated \$50 million, are expected to be sold during the Boat Show's nine-day run, but it is much more than just a sales event. The show also offers fun activities for the whole family.

"The Detroit Boat Show is a great event to attend whether you are in the market to buy a boat, or if you are just looking for an opportunity to have some family fun," said Boat Show Manager Van Snider. "We bring nearly 1,000 boats to Cobo for easy comparison shopping, but we also fill the hall with great activities and promotions for those looking for some entertainment or something to do with their kids."

Buyers can shop more than 200 exhibitors displaying ski boats, fishing boats, cabin cruisers, bow riders, pontoons and personal watercraft. Also available for purchase are boating and fishing accessories, electronics, boat gear, jewelry, nautical gifts, artwork and much more.

"Placing an order in February allows you to personalize your boat and gets you great deals with first quarter pricing on 2008 product," said Snider. "Excess inventory for 2007 will be sure to bring some great deals for new 2007 model boats on display."

The Detroit Boat Show has been in existence for 50 years and is known as the premier boating event in the State of Michigan. The Detroit Boat Show is known as one of the top boat shows in the country in regards to size, sales, and attendance. The Detroit Boat Show is owned and produced by the Michigan Boating Industries Association (MBIA), a non-profit association representing marine businesses throughout the state. Proceeds from this event go back to boaters' interests via MBIA's programs and services.

Boat show attractions scheduled for 2008 include: The Hawg Trough Casting Tank; The Dolphin Boat; Captain Willie's Pirate Island, The Antique and Classic Boat exhibit, The Boating Kids Clinic, the Extreme Sports Zone, Wake Lifestyle Exhibit, Rail Jam Wakeboard demos, the Appleton Beach Bar, the Discover Boating Center, the Inflatable Playground, Salty Dog and much more

Show dates are February 16-24.

Show Hours: Saturdays, Monday & Wednesday: 11:00 a.m. - 9:00 p.m., Sundays: 11:00 a.m. - 6:00 p.m., Tuesday, Thursday & Friday: 3:00 p.m. - 9:00 p.m.

### Innespace Dolphin Concept Boat Comes to Detroit

New this year, and a first-time showing in Michigan, an exciting new boat called the Innespace Dolphin will be showcased at the Detroit Boat Show. It is a fully submersible watercraft designed to mimic the look and abilities of a real dolphin. It is able to perform many freestyle tricks including dives, jumps, and barrel rolls. It dives up to 5 feet and then when the snorkel is submerged, the engine's air supply is cut off and the engine will start to decelerate, causing the Dolphin to surface. The positively buoyant Dolphin always pops to the surface and self-rights.

### Casting Demos at the Hawg Trough!

Back by popular demand, the Hawg Trough will feature some of Michigan's most enticing game fish. This 45-foot, glass-sided semi trailer filled with water and natural environment offers a unique opportunity to see biting and fighting game fish in action.

