

BELLE MAER HARBOR

2012 SUMMER RATE PROMOTIONS

EARLY PAYMENT DISCOUNT PROGRAM:

Current Belle Maer Harbor boaters who pay their 2012 summer rental in full by, cash or by credit card, with their application prior to December 31, 2011 will receive a discount off of the seven-month rate. The discount is 10% for payment in full by cash or by check. A reduced discount of 7% is earned if payment in full is made by credit card.

New boaters to Belle Maer Harbor will qualify for the same discount even after December 31st as long as they pay in full up front with their application. **New boaters are not eligible to combine the sponsorship credit with the early payment discount.** They must select one or the other if eligible for both credits.

All payments made under the Early Payment Discount Program are nonrefundable.

The 2012 Summer Rate Schedule shows your discounted contract total if you take advantage of the Early Payment Discount Program and pay in full by cash or by credit card.

SPONSORSHIP PROGRAM:

For the 2012 season, we are offering up to \$750 in credits for new boaters sponsored by existing or new BMH boaters. A \$250 credit will be given to the BMH sponsoring boater and **a 20% credit (up to a maximum \$500 credit) to the new sponsored boater.** This offer also will apply to new sponsored boaters who rent a rack in the in & out storage building. **(This offer excludes any new boater renting condominium wells.) A new boater may not combine the Sponsorship Credit with the Early Payment Discount.** However, the sponsoring BMH boater is eligible for both the \$250 Sponsorship Credit in addition to the Early Payment Discount. To be eligible, the BMH boater must register the name of the new boater with the Marina office prior any lease application or agreement being signed by the new boater. So talk to your boating friends and have them join you at Belle Maer Harbor!

SECOND BOAT DISCOUNT PROGRAM:

In appreciation to our customers who have two summer contracts because they rent a rack or slip for a second boat, Belle Maer Harbor is offering a 30% discount off of the contract for the second boat. This discount does not apply to PWC's stored in the rack building due to our limited availability. The second boat must be titled to the same owner (no discounts for boats owned by other family members).

WINTER STORAGE CREDIT:

Every boater who summer stores their boat at BMH will receive a credit equal to one month's proration of their net summer rent as a credit toward their winter storage charges should they winter store with BMH.

BELLE MAER HARBOR OFFERS THE BEST VALUE FOR YOUR BOATING DOLLAR:

- Direct access into Anchor Bay without having to navigate the congested Clinton River.
- Belle Maer is the only marina with hundreds of shade trees to protect you from the hot summer sun.
- 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 at a lower fuel cost.
- BMH is a family marina in a park-like setting with all the security and resort amenities necessary (including free Cable TV and internet service) so you can enjoy your boat as a "floating cottage."