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September 2011

Dear HSM Boaters,

It is that time of year again to prepare for WINTER STORAGE and to look forward to SUMMER 2012. We hope you and your families had an enjoyable season! L Pier renovations were completed last year and the replacement of A Dock this past Spring was a success along with the replacement of I Dock SL finger piers. We are moving forward with the replacement of F Dock to be completed for Spring 2012. We will continue, over time, to replace all docks!

We are pleased to be offering a **12-MONTH MARINA PROGRAM**. This program offers 5% off of each season along with additional service discounts, and the added convenience of only one contract to complete for the entire year. Please review the program(s) below and pick the one that works for you.

12-MONTH MARINA PROGRAM

WINTER

- 5% off 2012 Winter Storage
- Two (2) \$25.00 service coupons: one good for Winter and one for Spring services, e.g., shrinkwrapping, decommissioning, bottom painting.
- Payment in full for 2012 Winter is due no later than November 1st or your haul date, whichever comes first.
- Winter services will be invoiced upon completion.

SUMMER

- 5% off 2012 Summer Dockage/Mooring
- Your current slip or mooring will be reserved for 2012 Summer.
- Payment in full for 2012 Summer will be due no later than December 15th. You will be invoiced in advance as a reminder.

If you would like to take advantage of the 12-Month Marina Program, please fill out the enclosed License and Service Agreement and return it no later than October 15th. Be sure to check the appropriate box at the top, left-hand corner.

WINTER STORAGE November 1st – April 30th

- Fill out the enclosed License and Service Agreement and return it no later than October 15th. Be sure to check the appropriate box at the top, left-hand corner.
- Return your completed License and Service Agreement with a 50% deposit.
- Balance is due no later than November 1st, or your haul date whichever comes first.
- Winter services will be invoiced upon completion.

2012 SUMMER DOCKAGE May 1st – October 31st

- To reserve your current slip or mooring, fill out the enclosed License Agreement and return it no later than November 15th. Be sure to check the appropriate box at the top, left-hand corner.
- For License Agreements received after November 15th, **we will do our best to accommodate you but cannot guarantee a slip/mooring.**
- A 50% deposit is due no later than December 15th.
- Balance of Summer license is due by April 1, 2012. You will be invoiced prior as a reminder.

REFER A FRIEND PROGRAM

- Earn a \$200 credit toward your HSM account by referring a friend for Summer Dockage/Mooring.
- Earn a \$100 credit toward your HSM account by referring a friend for Winter Storage.

As always, HSM strives to make your boating experience pleasurable and safe. Our full service marina staff is 'on call' for all your service and boating needs. Your continued patronage and support is always appreciated and if you have any questions, please don't hesitate to contact the HSM office.

Thank you,
Cherie Rudzinsky,
Office Manager