SWALLOWTAIL AT SEA PINES OWNERS ASSOCIATION, INC.

PO Box 6989 Hilton Head Island, SC 29938 (843) 363-5699

November 2020

Dear Swallowtail Owner:

The 2021 Annual Maintenance Fees (AMF) have been sent out via your delivery preference; US Mail or email. AMF are \$930.00 and due no later than January 31, 2021. A discount of \$15 per unit/week can be taken if payment is received by **December 31**, **2020**. Payments made after 1/31/2021 are subject to finance charges and future collection fees.

Credit cards are also accepted through our secure website. An additional 3% processing fee per unit/week is charged for credit cards. Please follow the steps below to make an online payment:

- 1. To make a payment scroll down to "Make Payment"; enter your 4- digit owner # or the email address we have on file.
- 2. Enter your personal account password if one was created in the past. This password is different than the one created to access the website.
- 3. If you cannot remember your account password, click on "forgot password" and a temporary one will be sent to the email address we have on file.

Also, be aware that the AMF must be paid/prepaid for any year that you desire to deposit with RCI/II, <u>prior to</u> the time you deposit. Once a week is deposited with an exchange company, it is in fact being "used" by the owner. Association by-laws require all fees be paid before a week is "used". Future year fees should be paid at the current year's rate but are considered an "estimate" for that year. Fees for a 2022 week or later should be paid at the \$930.00 rate in order for a deposit to be approved.

As the Association has acquired The Right of First Refusal, please contact us prior to any transfer, to ensure a smooth transition. As a reminder, units cannot be automatically "given back" to Swallowtail.

Thank you and we look forward to seeing you when you are on the Island! We have made many updates to your villa and look forward to hearing from you.

The Club Group, Ltd. Accounts Receivable – Swallowtail

Swallowtail at Sea Pines Owners Association, Inc. Fall Newsletter

Dear Swallowtail Owners,

On behalf of the board, I would like to update everyone on this past year and what we are looking forward to in the near future. Your board met for its regular board meeting on October 20, 2020 to review the 2021 budget, receive an update on the status of several projects, and review any pending issues. Your board was able to meet in person and discuss several topics.

Coronavirus

Swallowtail is uniquely positioned during this pandemic. With the units being single-family dwellings without a lot of common area spaces where people come in contact, many owners, guests, exchangers, and renters have been able to safely enjoy a week at Swallowtail. The common areas such as the pool, grill areas, and shuffleboard courts, are being additionally cleaned so as to provide as safe and sanitized amenities as can be provided.

Financial

The Association started out the year with a very strong rental projection. In fact, through September, the Association rental income exceeded all of 2019! Due to the reduced occupancy, the Association was able to save money against budget and instead divert some of those funds to much needed maintenance work in several of the units. The board expects the Association will finish the year better than budget in its operations.

On the capital expenditure side, Swallowtail has been working on several much needed projects. In February of this year, the last of the kitchen renovations were completed. This replaced the damaged Formica countertops with a Silestone product (similar to granite) and replaced the often chipped or cracked tile in the foyer and kitchen with a luxury plank vinyl.

Upcoming Project

The board reviewed the planned replacement of the living room and dining room furniture. Included in this letter is a draft rendering that depicts some of the changes. The final color selections and furniture selections will be determined at a later time.

What you will notice in the renderings is that the Living Room is getting a full overhaul. The sleeper sofa will be replaced with another sleeper sofa, the other sofa will be replaced with two swivel chairs, the easy chair will be reupholstered but otherwise remain, and the end tables and

coffee table will be replaced. The size of the existing Living Room TV has been criticized for being too small and the only way to get a bigger screen is to move the TV back to its original location on the wall opposite the sliding doors. This space will accommodate a 60" TV and a console to hide the necessary electronics.



The Dining Room will get new chairs that better fit the existing table base, the glass table tops will either be polished or replaced as needed, the chandelier will be replaced and interior units with artwork will be updated. The barstools (not pictured) will remain.



Not depicted but also part of the project is to replace the Guest Bedroom chairs, replace the Master Bedroom chairs, and replace the Sitting Room sleeper sofa with a new sleeper sofa or possibly a day bed/trundle. The Master Bedroom/Sitting Room cabinet is getting a major overhaul. The doors to the cabinet and drawers are being replaced and a new, wall mounted TV is going in the Master bedroom. The current TV that serves both rooms will be solely dedicated to the Sitting Room to provide additional privacy to the Master Bedroom.

While these projects reflect a sizable expenditure in the Association, the board feels some of these improvements are well past due and need to be done to position the Association for the next generation of owners. The project will be done in two phases with the furniture replacement being done first (should be complete by Spring 2021) and the TV move will be completed at the end of 2021.

Annual Meeting

The board postponed the May Annual Meeting until October and plans on keeping the Annual Meeting in October for 2021. The Association re-elected Donald (Don) Kirk and Jimmy Jackson to the board and elected new board member David Nichols to the board. The amendments included in the Annual Meeting Notice all passed by wide margins. These amendments will hopefully ensure that the Association will be able to save money as well as not have to reschedule its Annual Meeting due to lack of quorum.

In Memorandum

Swallowtail has unfortunately lost a couple of key people that have dedicated much of their lives to Swallowtail. Early last year Theresa Thomas whom many of you bought your first (and second and third) week from passed away. In March of this year, Charlie Heinz who had been on the board for many years and President for the last 10 years stepped down from the board due to his failing health. He passed away in September. Both Theresa and Charlie have been and will be missed for their care and attention to Swallowtail.

Sales/Rentals

As we mentioned earlier, Swallowtail is uniquely positioned during this pandemic to be a place where you can truly relax, be safely distanced, and enjoy the many offerings of Hilton Head and Sea Pines. Due to the board's decision to allow owners during weeks 11-17 to reschedule their week, several of the Association weeks are already gone to these owners. If you have been thinking about wanting to come back and enjoy Hilton Head in a different season or simply to extend your stay at your home at Swallowtail, please contact Mindy Burroughs soon to lock up your extra time in Paradise. You can contact her at 843-671-0409 or email her at mindy@htyc.com. Don't forget as an owner, you are eligible for special Getaway rates!

Real Estate on Hilton Head is hot! Many people have either decided to retire early, finally move from the "big city" or simply wanted to plan ahead for a future life of ease. Not everyone wants the expense and upkeep of a wholly owned piece of real estate and have opted to "ease" into

this lifestyle by buying a timeshare. The Association has a number of weeks available and may even have a week on either side of your unit. Please give George Flathmann with Lighthouse Realty a call at 843-671-5551 to inquire about the special rates you as an owner get when you add an additional week. Have a friend that comes down with you? Refer them to George and get a special referral bonus when they purchase an Association owned week! You can also email George at george@lighthouserealtyhhi.com.

Other Items

The Beach Trolley continued in 2020 and is scheduled to continue in 2021. Many owners have found that catching the Trolley at the Sea Pines Center across from Swallowtail has been convenient. As a reminder, ownership at Swallowtail allows you to be able to access Tower Beach during your week!

As noted in the budget that was previously sent, the dues for your week will be increasing \$25 for 2021. Your board scrutinizes the expenses each year with a focus of keeping Swallowtail competitive from both a dues standpoint as well as experientially. In comparing other local timeshares, Swallowtail continues to be great value and even when comparing timeshares across the US, Swallowtail continues to be under the average without sacrificing the experience. We are excited to see some of the upgrades and hope you will plan to use your week and see all that has been happening at Swallowtail since you were last at home!

We as a board hope that you and your family stay safe and have a wonderful Holiday Season! Sincerely,

The Board

Bill Mckernan - President/Treasurer Wes Rogers – Vice President Donald Kirk – Secretary Jimmy Jackson – Board Member David Nichols – Board Member

SWALLOWTAIL 2021 BUDGET

SWALLOWT	AIL	2020	2021	Variance
REGIME OPE		Budget	Budget	to Budget
	REVENUES			
3002-000000	Member Dues	1,377,510	1,424,685	47,175
3010-000000	HOA Owned Units	(196,370)	(241,600)	(45,230)
3892-000000	Rental Income	60,000	70,000	10,000
3893-000000	Misc Income	500	750	250
3897-000000	Interest Income	3,500	2,000	(1,500)
3899-000000	Owner Finance/Fees Income	22,000	25,000	3,000
	Total	1,267,140	1,280,835	13,695
	REVENUES	1,267,140	1,280,835	13,695
	COST OF SALES			
4920-000000	Credit Card Discount	2,000	3,000	1,000
4983-000000	Prepaid Discount	16,000	16,000	0
4990-000000	Bad Debt	79,640	99,185	19,545
4991-000000	Gain/Loss Foreclosed Inv	(20,000)	(15,000)	5,000
	Total	77,640	103,185	25,545
	NET REVENUES	1,189,500	1,177,650	(11,850)
	REPAIRS AND MAINTENANCE			
6485-000000	R&M - HVAC	8,000	8,000	0
6487-000000	R&M - Landscaping	33,500	30,000	(3,500)
6492-000000	R&M - Plumbing	8,000	8,000	0
6494-000000	R&M - General	100,000	105,000	5,000
6496-000000	R&M - Pool	28,000	28,000	1,500
	Total	177,500	179,000	1,500
	UTILITIES			
6410-000000	Electric	70,000	65,000	(5,000)
6430-000000	Water & Sewer	17,000	17,000	0
6440-000000	Propane Gas	18,000	18,000	0
6420-000000	Telephone Total	39,000 144,000	25,000 125,000	(14,000) (19,000)
6452-000000	GENERAL OP EXPENSES Pest Control	7.500	6,000	(1.500)
6500-000000	Owner Services	7,500 12,000	6,000	(1,500) (3,000)
6505-000000	Housekeeping Amenities	22,000	9,000 20,000	(2,000)
6506-000000	Advertising	23,000	23,000	(2,000)
6510-000000	Supplies - Office	2,500	2,000	(500)
6520-000000	Postage, Printing, Handling	8,000	6,000	(2,000)
6550-000000	Legal	10,000	10,000	0
6560-000000	License & Permits	375	375	0
6570-000000	Board of Directors	8,000	7,500	(500)
6581-000000	Accting & Computer	8,500	8,500	0
6597-000000	Bank Service Chg	500	300	(200)
6810-000000	Taxes - Real Estate	153,216	161,343	8,127
6870-000000	Insurance	92,000	92,000	0
6910-000000	Interest	1,000	0	(1,000)
6990-000000	POA - CSA	40,807	38,682	(2,125)
6453-000000	Rubbish Removal	8,500	8,500	0
	Total	397,898	393,200	(4,698)
	TOTAL OP EXPENSES	719,398	697,200	(22,198)
	CGL MGMT FEE			
9010-000000	CGL Base Fee	111,501	114,289	2,788
9014-000000	CGL Front Office Fee	74,361	76,220	1,859
				7,065
9015-000000	CGL Housekeeping	282,617	289,682	7,003
	Total	468,479	480,191	11,712

	2020 Dues		Variance to Budget		
Operating Dues Reserve Dues	730 175	755 175	25 0		
Total Dues	905	930	25		

SWALLOWTAIL 2021 BUDGET

SWALLOWT.		2020 Budget	2021 Budget	Variance to Budget
	REVENUES			
3002-000002	Member Dues	330,225	330,225	0
3010-000002	HOA Owned Units	(47,075)	(56,000)	(8,925)
	Total	283,150	274,225	(8,925)
	REVENUES	283,150	274,225	(8,925)
	COST OF SALES			
4990-000002	Bad Debt	20,650	23,975	3,325
	Total	20,650	23,975	3,325
		-		
	NET REVENUES	262,500	250,250	(12,250)
	REPAIRS AND MAINTENANCE			
7001-000002	Replace Exterior Siding	7,000	7,000	0
7002-000002	Rplc/Rpr Doors/Windows/Screens	4,000	14,000	10,000
7003-000002	Replace Patios/Decks/Gates	5,000	5,000	0
7011-000002	Pool/Spa Equipment	7,000	0	(7,000)
7012-000002	Pool Cabana Exterior	0	1,500	1,500
7014-000002	Pool/Patio Furniture	5,450	0	(5,450)
7016-000002	Master Bedrooms	6,500	27,000	20,500
7017-000002	Guest Bedrooms	0	32,000	32,000
7020-000002	Interior Decor	2,000	2,000	0
7021-000002	Living Furniture	45,500	45,500	0
7023-000002	Dining Room Furniture	37,000	37,000	0
7024-000002	Carpet/Flooring	5,000	31,000	26,000
7025-000002	HVAC	18,000	18,000	0
7026-000002	Water Heaters	5,000	5,000	0
7027-000002	Kitchen Appliances & W/D	12,100	12,100	0
7028-000002	TV's/DVD's	37,500	37,500	0
7029-000002	Interior Painting	0	125,000	125,000
7030-000002	Landscaping	7,500	5,000	(2,500)
7031-000002	Exterior Signs/Lighting	0	2,050	2,050
7034-000002	Dry Wall Repair	5,000	5,000	0
7050-000002	Sitting Room Furniture	28,000	28,000	0
7059-000002	Insulation	37,500	0	(37,500)
	Total	275,050	439,650	164,600
		·		
	TOTAL OP EXPENSES	275,050	439,650	164,600
	NET OPERATING INCOME	(12,550)	(189,400)	(176,850)

Swallowtail Board of Directors

William McKernan President/Treasurer wk. 32 wk. 33 wk. 33 E-mail: wmckernansr@wlmckernan.com	2019 - 2022
Wes Rogers Vice President	2018 - 2021
wk. 29	
wk. 30	
wk. 49	
Email: wrogers4@neo.rr.com	
Donald Kirk Secretary	2020- 2023
wk. 28	
wk. 28	
wk. 29	
wk. 30	
wk. 31	
wk. 34	
Email: donaldrkirk@comcast.net	
David Nichols	2020 - 2021
wk. 39	_0_0 _0_1
wk. 40	
E-mail: <u>davidnichols7@gmail.com</u>	
Jimmy S. Jackson wk. 9	2020 - 2023
wk. 36	
E-mail: <u>Jimmy@JSJackson.com</u>	



BENEFITS OF BEING AN OWNER AT SWALLOWTAIL

YOU RECEIVE:

- A \$500 referral bonus if you refer a friend or family member who
 - buys in Swallowtail for the first time.
- A 25% discount on all HOA listings.
- The following year's dues waived for an HOA purchased week.
- Owner discounts on rental rates.

PLEASE CALL GEORGE FLATHMANN AT LIGHTHOUSE REALTY TO TAKE ADVANTAGE OF THESE AND OTHER BENEFITS OFFERED TO OWNERS AT SWALLOWTAIL!

843-671-5551

SWALLOWTAIL HOA RESALES

These weeks are all available for purchase. Existing Swallowtail Owners and their families receive a 25% discount from the published price and the Association will waive the AMF fee associated with the next available usage. If you recommend a friend who purchases, you will be eligible for a \$500 referral bonus. If you have an interest in a particular week or unit that does not show on this list, please contact us for updated information.

For information call George Flathmann 843-671-5551

PLEASE NOTE THIS IS ONLY SOME OF THE HOA WEEKS AVAILABLE, PLEASE CALL GEORGE AT LIGHTHOUSE REALTY FOR ADDITIONAL AVAILABILITY.

		SALES			SALES			SALES
<u>UNIT</u>	<u>WEEK</u>	<u>PRICE</u>	<u>UNIT</u>	<u>WEEK</u>	PRICE	<u>UNIT</u>	<u>WEEK</u>	<u>PRICE</u>
2880	1	\$1,000	2870	20	\$2,500	2871	50	\$1,000
2881	1	\$1,000	2887	36	\$2,500	2887	50	\$1,000
2882	1	\$1,000	2874	38	\$2,500	2904	50	\$1,000
2883	1	\$1,000	2901	42	\$1,500	2905	50	\$1,000
2873	2	\$1,000	2878	43	\$1,000	2870	51	\$1,000
2874	2	\$1,000	2887	43	\$1,000	2871	51	\$1,000
2887	2	\$1,000	2887	44	\$1,000	2904	51	\$1,000
2888	2	\$1,000	2903	44	\$1,000	2871	52	\$1,000
2890	2	\$1,000	2902	45	\$1,000	2872	52	\$1,000
2881	3	\$1,000	2889	46	\$1,000	2881	52	\$1,000
2882	3	\$1,000	2886	47	\$1,000	2883	52	\$1,000
2884	3	\$1,000	2887	47	\$1,000			
2888	3	\$1,000	2891	47	\$1,000			
2901	3	\$1,000	2904	47	\$1,000			
2902	3	\$1,000	2871	48	\$1,000			
2871	4	\$1,000	2875	48	\$1,000			
2874	4	\$1,000	2901	48	\$1,000			
2876	4	\$1,000	2902	48	\$1,000			
2882	4	\$1,000	2905	48	\$1,000			
2874	5	\$1,000	2884	49	\$1,000			
2875	5	\$1,000	2885	49	\$1,000			
2876	5	\$1,000	2893	49	\$1,000			
2885	6	\$1,000	2894	49	\$1,000			
2879	11	\$1,500	2897	49	\$1,000			
2888	16	\$2,500	2870	50	\$1,000			

Week	2020		2021		2022		2023		2024	
no										
1		17-Jan	8-Jan _	15-Jan	7-Jan -	14-Jan	6-Jan	_ 13-Jan	5-Jan	_ 12-Jan
2		24-Jan	15-Jan _	22-Jan	14-Jan -		13-Jan	_ 20-Jan	12-Jan	_ 19-Jan
3		31-Jan	22-Jan ₋	29-Jan	21-Jan _		20-Jan	_ 27-Jan	19-Jan	_ 26-Jan
4	31-Jan _	7-Feb	29-Jan ₋	5-Feb	28-Jan ₋	4-Feb	27-Jan	- 3-Feb	26-Jan	_ 2-Feb
5		14-Feb	5-Feb _	12-Feb	4-Feb -	11-Feb	3-Feb	_ 10-Feb	2-Feb	_ 9-Feb
6		21-Feb	12-Feb -	19-Feb	11-Feb -		10-Feb	- 17-Feb	9-Feb	- 16-Feb
7		28-Feb	19-Feb -	26-Feb	18-Feb -	25-Feb	17-Feb	_ 24-Feb	16-Feb	- 23-Feb
8	28-Feb ₋	6-Mar	26-Feb ₋	5-Mar	25-Feb -	4-Mar	24-Feb	_ 3-Mar	23-Feb	_ 1-Mar
9		13-Mar	5-Mar _	12-Mar	4-Mar ₋	11-Mar	3-Mar	_ 10-Mar	1-Mar	- 8-Mar
10		20-Mar	12-Mar ₋	19-Mar	11-Mar ₋		10-Mar	_ 17-Mar	8-Mar	_ 15-Mar
11		27-Mar	19-Mar ₋		18-Mar -		17-Mar	_ 24-Mar	15-Mar	_ 22-Mar
12	27-Mar ₋	3-Apr	26-Mar -		25-Mar -	1-Apr	24-Mar	_ 31-Mar	22-Mar	_ 29-Mar
13	3-Apr _	10-Apr	2-Apr _	9-Apr	1-Apr _	8-Apr	31-Mar	_ 7-Apr	29-Mar	_ 5-Apr
14	·	17-Apr	9-Apr _		8-Apr _	15-Apr	7-Apr	_ 14-Apr		_ 12-Apr
15	•	24-Apr	16-Apr _		15-Apr ₋		14-Apr	_ 21-Apr		_ 19-Apr
16	24-Apr _	1-May	23-Apr _		22-Apr -		- 1 1 1	_ 28-Apr	19-Apr	
17	•	8-May	30-Apr _		29-Apr -	6-May	28-Apr	- 5-May	26-Apr	_ 3-May
18	8-May _	15-May	7-May _	14-May	6-May _	13-May	5-May	_ 12-May	3-May	_ 10-May
19	15-May ₋	22-May	14-May _	21-May	13-May ₋	20-May	12-May	_ 19-May	10-May	_ 17-May
20	22-May _	29-May	21-May _	28-May	20-May -	27-May	19-May	_ 26-May	17-May	_ 24-May
21	29-May -	5-Jun	28-May -	4-Jun	27-May -	3-Jun	26-May	₋ 2-Jun	24-May	- 31-May
22	5-Jun _	12-Jun	4-Jun _	11-Jun	3-Jun -	10-Jun	2-Jun	_ 9-Jun	31-May	- 7-Jun
23	12-Jun _	19-Jun	11-Jun _	18-Jun	10-Jun _	17-Jun	9-Jun	_ 16-Jun	7-Jun	_ 14-Jun
24	19-Jun _	26-Jun	18-Jun _	25-Jun	17-Jun ₋	24-Jun	16-Jun	_ 23-Jun	14-Jun	_ 21-Jun
25	26-Jun _	3-Jul	25-Jun _	2-Jul	24-Jun _	1-Jul	23-Jun	_ 30-Jun	21-Jun	_ 28-Jun
26	3-Jul _	10-Jul	2-Jul -	9-Jul	1-Jul -	8-Jul	30-Jun	- 7-Jul	28-Jun	- 5-Jul
27	10-Jul _	17-Jul	9-Jul -	16-Jul	8-Jul -	15-Jul	7-Jul	- 14-Jul	5-Jul	_ 12-Jul
28	17-Jul _	24-Jul	16-Jul _	23-Jul	15-Jul _	22-Jul	14-Jul	_ 21-Jul	12-Jul	_ 19-Jul
29	24-Jul _	31-Jul	23-Jul _	30-Jul	22-Jul _	29-Jul	21-Jul	_ 28-Jul	19-Jul	_ 26-Jul
30	31-Jul _	7-Aug	30-Jul _	6-Aug	29-Jul _	5-Aug	28-Jul	- 4-Aug	26-Jul	_ 2-Aug
31	7-Aug -	14-Aug	6-Aug -	13-Aug	5-Aug -	12-Aug	4-Aug	_ 11-Aug	2-Aug	- 9-Aug
32	14-Aug -	21-Aug	13-Aug -	20-Aug	12-Aug -	19-Aug	11-Aug	_ 18-Aug	9-Aug	- 16-Aug
33	21-Aug _	28-Aug	20-Aug _	27-Aug	19-Aug _	26-Aug	18-Aug	_ 25-Aug	16-Aug	_ 23-Aug
34	28-Aug _	4-Sep	27-Aug _	3-Sep	26-Aug _	2-Sep	25-Aug	_ 1-Sep	23-Aug	_ 30-Aug
35	4-Sep _	11-Sep	3-Sep _	10-Sep	2-Sep -	9-Sep	1-Sep	- 8-Sep	30-Aug	- 6-Sep
36	11-Sep -	18-Sep	10-Sep -	17-Sep	9-Sep -	16-Sep	8-Sep	- 15-Sep	6-Sep	- 13-Sep
37	18-Sep -	25-Sep	17-Sep -	24-Sep	16-Sep -	23-Sep	15-Sep	_ 22-Sep	13-Sep	- 20-Sep
38	25-Sep _	2-Oct	24-Sep _	1-Oct	23-Sep -	30-Sep	22-Sep	_ 29-Sep	20-Sep	_ 27-Sep
39	2-Oct _	9-Oct	1-Oct _	8-Oct	30-Sep _	7-Oct	29-Sep	- 6-Oct	27-Sep	_ 4-Oct
40	9-Oct _	16-Oct	8-Oct _	15-Oct	7-Oct -	14-Oct	6-Oct	_ 13-Oct	4-Oct	_ 11-Oct
41	16-Oct -	23-Oct	15-Oct -	22-Oct	14-Oct -	21-Oct	13-Oct	- 20-Oct	11-Oct	- 18-Oct
42	23-Oct -	30-Oct	22-Oct -	29-Oct	21-Oct -	28-Oct	20-Oct	- 27-Oct	18-Oct	_ 25-Oct
43	30-Oct _	6-Nov	29-Oct _	5-Nov	28-Oct -		27-Oct	- 3-Nov	25-Oct	_ 1-Nov
44	6-Nov _	13-Nov	5-Nov _	12-Nov	4-Nov -	11-Nov	3-Nov	_ 10-Nov	1-Nov	- 8-Nov
45	13-Nov _	20-Nov	12-Nov _	19-Nov	11-Nov -	18-Nov	10-Nov	_ 17-Nov	8-Nov	_ 15-Nov
46	20-Nov -	27-Nov	19-Nov -	26-Nov	18-Nov -	25-Nov	17-Nov	_ 24-Nov	15-Nov	_ 22-Nov
47	27-Nov -	4-Dec	26-Nov -	3-Dec	25-Nov -	2-Dec	24-Nov		22-Nov	_ 29-Nov
48	4-Dec _	11-Dec	3-Dec _	40 D	2-Dec -	~ -	1-Dec	- 8-Dec	00.11	- 6-Dec
49		18-Dec	10-Dec _	17-Dec	9-Dec -	16-Dec	8-Dec	_ 15-Dec	6-Dec	_ 13-Dec
50		25-Dec	17-Dec _	24-Dec	16-Dec -		15-Dec		40.0	_ 20-Dec
51	25-Dec -	1-Jan	24-Dec -	31-Dec	23-Dec -		22-Dec		20-Dec	
52	1-Jan _	8-Jan	31-Dec -	7-Jan	30-Dec -		29-Dec		27-Dec	
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