

MAUI LEA TIME INTERVAL OWNERS ASSOCIATION
BOARD OF DIRECTORS REGULAR
January 19 & 20, 2017

I. Call to Order

President Bob Jacalone called the meeting to order at 4:03 p.m. on 1/19/17 at Maui Hill.

II. Establish Quorum

Members Present: Bob Jacalone, Bill Petro, Tim Ohm, CJ Law, Loren Knott, Dick Endean, Paul DiMarchi.

Maui Hill Board: Dick Endean, Carl Carlson, Alex Cordas, CJ Law, Loren Knott.

By Invitation: Dennis Costa, General Manager; Mike Robar, Maui Lea Co-Plan Manager; Ruth Okada, Aqua-Aston Hospitality, LLC, Co-Plan Manager.

III. Executive Session

MOTION #1: CJ Law moved to go into a concurrent executive session with Maui Lea. The motion was seconded by Paul DiMarchi and passed by unanimous consent.

The Board went into executive session at 4:03 p.m. Upon coming out of executive session, the regular meeting resumed at 5:38 p.m. on 1/19/17. During the executive session, the Board discussed legal and personnel matters.

The meeting was recessed at 5:38 p.m. on 1/19/17 and resumed at 9:14 a.m. on 1/20/17 at the Residence Inn Wailea.

IV. Establish Quorum

Members Present: Bob Jacalone, Dick Endean, Loren Knott, CJ Law, Bill Petro, Paul DiMarchi, Tim Ohm.

Maui Hill Board: Dick Endean, Loren Knott, CJ Law, Alex Cordas, Carl Carlson.

Owners Present: Jeannie & Dave Dietz, Gary & Ingrid Bruner, Todd Niehoff, Madonna Petro, Gordon Repp, Richard Werner, John Advis, Jack & Marlene Silburn, Rosemary Jacalone, Frederick & Rae Phillips II, Brian Cunninghame, Tom & Carol Smith,

By Invitation: Dennis Costa, General Manager; Kristi Kahai; Nancy Benson, Maui Lea Owner Services; Tom VonRosen, Maui Hill Sales; Mike Robar, Condominium Fiscal Management, Inc., Maui Lea Fiscal Co-Plan Manager; Ruth Okada, Aqua-Aston Hospitality, Managing Agent.

Everyone introduced themselves.

V. Waiver of Notice

Ruth Okada explained that notices were mailed to the owners since waiver of notices were not signed by the Board.

VI. Approval of Agenda

MOTION #2: Paul DiMarchi moved to approve the agenda with the addition of "Real Property Tax Appeal" under the Treasurer's Report. The motion was seconded by Loren Knott and passed by unanimous consent.

VII. Approval of Minutes 11/22/16 Regular Meeting

MOTION #3: Loren Knott moved to approve the minutes of the 11/22/16 Regular meeting as circulated. The motion was seconded by Paul DiMarchi and passed by unanimous consent.

VIII. Treasurer's Report

1. Financial Review – Bill gave the 12/31/16 financials. General discussion followed.
2. Delinquencies & Collections – Discussed during Executive Session.
3. Investments – Mike Robar reported that funds remain in cash.
4. Real Property Tax Appeal – Bob Jacalone explained the tax appeal for the 1 and 2 bedrooms noting that the initial increase was 29%. Thanked Dick Endean for his diligent help in working on the tax appeal. Bob was pleased to report that the tax appeal was won. Loren Knott noted that the 3 bedrooms were not appealed, but he will speak to the County to determine if they will reduce the taxes for the 3 bedrooms considering the outcome in the 1 and 2 bedroom appeal. Dick also noted that a portion of the filing fee was also refunded. General discussion followed.

IX. Ad Hoc Committee

1. Energy Audit – Paul DiMarchi stated that there is nothing new to report and Dick will give an update on the AOA side later in the meeting.
 - A. Efficient AC – Higher BTU
 - B. Solar Power
 - C. Pay for Use of AC
 - D. Other

X. Standing Committee

1. Contract Committee – Paul DiMarchi noted that the committee reviewed all of the contracts and confirmed that the contracts are fair and reasonable. However Aston's contracts for the AOA, Timeshare and RAC will be reviewed further. Dick Endean on behalf of the AOA and Carl Carlson on behalf of the RAC will work with Paul.
2. Budget Committee – Bill Petro noted that the committee will be starting to work on the budget. Tim Ohm was added to the committee with Bob Jacalone.

The meeting was recessed at 9:58 a.m. and resumed at 10:14 a.m. Tim Ohm was introduced and welcomed to the Board.

XI. Manager's Report

Dennis Costa reviewed his Manager's Report including the following:

1. RCI Gold Crown – Reported that Maui Lea received the Gold Crown designation this year and the staff is working diligently to ensure that they maintain that designation. Maui Lea missed the designation for only 2 years in the past.
2. Status of Paint Lanai and Interior Doors; Door Levers & Hinges to Brushed Nickel Status (Approved \$220,000) – Currently in process.

XII. Unfinished Business

1. Timeshare Resales – Report was distributed to the Board and Tom VonRosen reviewed and summarized the report.

XIII. New Business

1. AOA Affairs – Dick Endean reported on the following and will review in more detail at the AOA meeting.
 - Solar for the maintenance & administration buildings
 - Resurfacing the exterior of the buildings which will take 5 months
 - Internet – negotiated last year and increased the speed. Many compliments have been received.
 - Tennis Court – Resurfacing
 - Shuffleboard Surface – Will be replaced
 - Gravel Around the Building – Being added to prevent splashing in preparation for the resurfacing of the exterior of the building. It should also help in containing the weeds.
 - Land Lease – Continuing the negotiations.

Bob Jacalone explained that there are 2 associations. Maui Lea and Maui Hill noting that Maui Lea owners are also members of the AOA MHL. He stated that in general, Maui Lea controls the interior of the unit and AOA the exterior.

2. Amendments
 - A. Allow for Emailing Annual Meeting Notices to Owners – Bob Jacalone explained the amendment to the Board which would allow electronic mailing for the annual meeting. Shannon Sheldon will be asked to review and draft for the Board's consideration and presentation to the owners at the September 2017 annual meeting.

MOTION #4: Loren Knott moved to authorize Shannon Sheldon to review and draft an amendment for the Board's consideration and presentation to the owners to allow for electronic sending of the annual meeting notice. The motion was seconded by Bill Petro and passed by unanimous consent.

- B. Other Amendments – The Board agreed that no other amendments would be pursued.
 - C. Consolidating All Amendments – Ruth Okada suggested that the attorney draft an amendment that consolidates all previously approved amendments into one document. General discussion followed. The Board agreed that this not be pursued.

3. Interval International (II) – CJ Law explained that II has been asking to be allowed to come into Maui Lea. We now have RCI and Trading Places who handles internal exchanges. CJ is against allowing them to come into Maui Lea. II would like to come to the April meeting to do a presentation.

MOTION #5: Paul DiMarchi moved to not allow Interval International to do a presentation in April. The motion was seconded by CJ Law.

Discussion: CJ noted that there is no cost to have them come in, but there is a loyalty factor. Both RCI and Trading Places have been with the property for a long time. Maui Lea does not need someone else to compete with the other trading companies.

The motion passed by unanimous consent.

4. Maui Lea Email – Bob Jacalone explained that although costs should be reduced, the Board should try to improve communication with the owners. Currently the newsletters are only posted to the website and only 2% view the newsletters when visiting the website. With the assistance of Nancy Benson, they have put together an email site for communicate with the ownership. A test email blast was sent and there was positive feedback from the owners. If the annual meeting notice can be emailed, this site can be used. Quarterly billings should also be emailed in the future. The cost

for this service is \$60 per month and the system advises if emails are not good and even advises whether the emails are opened.

MOTION #6: Bill Petro moved to approve using Constant Contact at a cost of \$60 per month. The motion was seconded by Loren Knott.

Discussion: Ruth Okada noted that the system should also be able to assist in determining which intervals should receive a hard copy mailing. Nancy Benson will check.

The motion passed by unanimous consent.

XIV. Next Meeting

1. Board
 - A. 4/20/17 – Vegas 9:00 a.m. with concurrent executive session on 4/19/17 at 8:30 a.m.
 - B. 9/27/17 Following Annual Owners Meeting
 - C. 1/18/17 - Tentative

It was noted that the executive sessions will be held the day before the regular session.


2. Annual – 9/27/17 9:00 a.m. (8:30 a.m. registration)

XV. Adjournment

MOTION #7: Loren Knott moved to adjourn the meeting. The motion was seconded by Tim Ohm and passed by unanimous consent.

The meeting was adjourned at 11:40 a.m.

Approved by:


Richard Endean, Secretary
Board of Directors


Ruth Okada
Recording Secretary

Approved by the Board of Directors on 4/20/17.