



DECEMBER 2012

Table of Contents

- Finally
- Fee Comparisons
- GM's AOA Report
- Maui Lea GM's Report
- Trading Places Maui
- Activity Desk Information
- Possible Tax Deduction
- Property Taxes
- Home Owner's Servicers
- Sales Update
- Maui Lea Assoc. intervals For Sale
- Mark Your Calendar

Finally

Yes it's complete. The Timeshare condo renovations are over. The special assessment is no longer payable after the October payment. King size beds have been purchased and installed. WI-FI is now available in all the Timeshare condos. The AOA has remodeled the Lobby and the pool maintenance, repairs and upgrades are done. The AOA had previously installed a heating system for the pool as well. If you haven't had a chance to see these improvements I can assure you they look great.

To accomplish all this, I give many thanks to owners who were inconvenienced during all this. Both the Timeshare Board and the Common Element Board (AOAO) not only want to thank the owners for their patience but offer deep gratitude to Dennis Costa and the dedicated staff of Maui Hill. Dennis and the Maui Hill employees managed to endure these disruptions as though it was just another day in paradise. Well done by all.

If you haven't been back to your "home away from home" in awhile, now would be a good time to plan an upcoming vacation to revisit Maui Hill. Christmas at Maui Hill is a special time with Santa flying in in his Helicopter with his bag of "goodies". The wide eyed amazement of the children is worth the trip. New activities have been introduced Island wide so stop by the new activities center in the lobby and check out what's new on the Island. Then again if you are like me just sit back, relax, tune out, regenerate and enjoy. Yes, even my lousy golf swing doesn't bother me as much when I'm on Island.

Mahalo nui loa,
CJ Law
President, MLTS

Maui Hill Resort

2881 South Kihei Rd
Kihei, Maui, Hawaii 96753
Phone (808) 879-6321
Fax (808) 879-8945

Concierge Desk
(808) 879-0180

Owner Services
(808) 879-6321 ext 5102

Sales Office
(808) 879-8802

Trading Places Maui



DECEMBER 2012

FEE COMPARISONS

Recently there has been some concern expressed regarding the cost of ownership at Maui Hill. In order to put this into perspective, we would like to share some information with you. First, regarding the special assessment, it was in place for three years and has now been completed. Second, the maintenance fees during this time period have risen between 1 and 2% per year with 2012's increase

Location	1 Bdrm	2 Bdrm	3 Bdrm
Maui Lea*	\$796	\$904	\$992
Other Property Average**	\$871	\$972	\$1,139
High	\$1,038	\$1,129	\$1,176
Low	\$652	\$861	\$1,101

being 1%. The average increase for eight other Maui time share properties for 2012 is over 4%. Below is a table showing the Maui Lea 2012 annual maintenance fees (does not include the ZZ weeks) versus the average fees for the other eight properties.

**Included in the Maui Hill fees are the projected costs to refurbish the units approximately every seven years. This includes carpeting, furniture, drapes as well as replacement as needed for appliances. It is the board's intent to not require special assessments for these costs as they can be planned for and budgeted.*

***Only two other properties have 3 bedrooms for comparison.*

During the economic downturn over the past several years, all time share properties have been hit with ownership issues. However, Maui Hill continues to have one of the lowest percent of maintenance fee delinquent rates in the industry. The number of foreclosures as a percent of total available weeks was also one of the lowest in the industry. Finally, the resale activity continues to be brisk, keeping the available inventory low by comparison to other properties. Each of these speaks loudly about owner satisfaction with the overall management of the property.

Finally, the board of directors wishes to extend a hearty mahalo to all the owners for your ongoing support, to the outstanding management of Dennis Costa, and to the contractor's dedication, all of which made the renovation project an overwhelming success that was completed on time and within the budget.

GENERAL MANAGER'S AOA REPORT

We're pleased to report that all renovations for our lobby, offices, and lobby restrooms are now fully complete. Once again, I would like to extend my sincere thank-you to the Board of Directors for having the vision and foresight to look beyond the short-term, especially in this troubled economy, to make these renovations a reality. I must say it is such a pleasure to see these beautiful upgrades when you walk into the lobby. We have received favorable comments from owners and guests alike, which is very rewarding for all staff and management at Maui Hill Resort. The process has been well worth it, and I know these upgrades will add to the enjoyment of owners and guests for years to come. In addition, I am also pleased to report that as of October 27, the pool has re-opened. We had licensed contractors come out to scrub, seal, and polish the pool deck, in addition to the extensive tile upgrades so guests are now enjoying the pool, especially with the pool heaters up and running.

To prepare for the upcoming holiday season, our yardmen have been busily planting colorful impatiens and other plants and flowers to beautify the property. We also had a licensed tree trimmer/contractor trim all the coconut and Washingtonia palm trees throughout the property.

We have upgraded our music system in our lobby and offices. We have subscribed to a program provided by Maui Oceanic Cable Co. called "Music Choice", which provides strictly Hawaiian music without repeats 24



DECEMBER 2012

hours a day, to enhance the aloha spirit the minute you walk in the door.

We mentioned in our previous newsletter our plan to wash, stain treat, and repaint the bottom 3-5 feet of all exterior buildings with regular stucco paint to blend in with the exterior wall. This plan is now underway, with Christopher working hard to give the buildings an updated look. We had found that over the past 30 years, red dirt had stained these areas, and we want to ensure that repainting of the buildings in the future will not be necessary due to our preventive maintenance now.

Del has inspected the parking lots throughout the property to ensure that any areas that needed regular hot patch repair of the asphalt have been attended to. We have also inspected the hallways throughout the buildings, and as needed, replaced the carpets in a few areas. We have purchased some new spotlights and walkway lights and Gary has added a walkway light by unit #124. It was mentioned by one of our owners at the last meeting that it is too dark in the parking lot by units #115 through #126; therefore, for safety and visibility concerns, we have added one light and plan to install a few more.

In our last newsletter, we advised our plan to return to a cherished Maui Hill tradition started by Sione and now carried on by Mavae and his crew where bananas grown on our own property are hung to ripen on the large auto-graph tree in the pool area. We're happy to report that we have now re-introduced this tradition, and it seems to be very much enjoyed by our guests.

Respectfully submitted,
Dennis Costa, General Manager

MAUI LEA GENERAL MANAGER'S REPORT

We would like to inform you that we have been very busy this past quarter, and with the holidays approaching, we are getting into high gear and looking forward to the upcoming festive season. We just completed general maintenance of all 76 timeshare units in the service periods that ran from October 8 through October 27. Our housekeeping and maintenance staff worked very hard to maintain the integrity by a thorough general cleaning of the units. We applied Minwax on the furniture and on the kitchen and vanity cabinets to bring out the lustre and sheen of the koa wood. The housemen also polished all the granite, and cleaned and polished the glass blocks in the shower area throughout the units.

Also during the service period, we replaced lanai carpets as needed due to wear and tear. In-house maintenance checked all the screens in the living rooms and bedrooms, replacing any torn screens as necessary. We had a restoration company do some refurbishing of the large and small lanai tables as needed. In addition several chaise lanai chairs have been either repainted or re-strapped. We have purchased 18 new air conditioners from Hamai Appliance. These new air conditioners are much lighter and quieter than the previous models; however, the down side of these new models is that they are not the same quality, being made out of plastic. Therefore, we anticipate that they will not be nearly as durable as the original ones. We are limited as to choice of models due to the space available in the stucco walls. It may be a future consideration to look into the possibility of upgraded air conditioning units that are of higher quality and that would provide higher BTU's to cool the units faster, especially during the hotter summer months.

We also had CSI, a professional cleaning



DECEMBER 2012

company, clean all unit carpets that needed to be cleaned. We will also continue with touch-up painting and repainting the carpet base cove when units aren't occupied to keep up the crisp, clean look throughout the units.

We have found it necessary to go back to our original policy regarding the provision of pool towels for our owners and guest's. For the past year, we had implemented on a trial basis a new policy of issuing one towel per guest, in an attempt to not only to save money for owners with respect to electricity costs, but also being ever mindful of our precious water resources on Maui. However, feedback has shown us that owners and guests were not pleased with having to wash their towels while on vacation, so we have returned to our original policy of signing out pool towels through the office as needed. In the long run, this will save wear and tear on the washers and dryers in the units, and will also result in lower electricity costs. However the most important factor in our decision has been the satisfaction of our owners and guests. I am in the process of investigating the possibility of ordering a separate supply of blue pool towels to be provided to owners only. These would be placed in their units before their arrival and would be replaced by housekeeping if needed during the regular mid-week service.

During the past few months, we have been conducting an ongoing replacement of televisions in all units that are no longer working



properly by upgrading to 32" flat screen HDTV's. Ideally, once we have all televisions replaced with HDTV's, we will be able to work with Maui Ocean & Cable Co. to have all of our units updated with a digital cable box, which would be either rented out or paid for on a monthly basis. These cable boxes would allow owners and guests to enjoy a larger selection of channels as well as crystal clear reception on their televisions. We are continuing to replace various as needed, for example, lampshades are being replaced with ones that are more durable, standard clock radios are being replaced with units that contain iPod docks to be in line with updated technology, and DVD players being replaced with Blu-Ray players on an ongoing basis.

Another project that we plan in the next quarter is to inspect each timeshare unit individually to determine what needs to be replaced. Appliances, Furniture items such as nightstands, dressers, and pictures should be able to be left for a few more years without needing replacement, but wear and tear on items such as sofas may necessitate either recovering or replacing the item entirely. Individual inspections would allow us to determine what needs to be replaced. We would then bring our recommendations to the attention of the Board of Directors to seek approval of any needed upgrades or replacements. I have located a company that is able to replace all hardware on the screen doors, either with the original brass hardware, or replace this with updated brushed nickel. I'm also currently undertaking a review of three potential vendors to see which of them could provide the best quality and the best price for replacing the screen doors. Ideally, we would like to not only replace existing doors, but also have some replacement doors on hand should the need arise.

As we have discussed in many previous newsletters, we have been investigating replacing the screen-door mini-blinds in the units. At our January Board meeting we will have a sam-



DECEMBER 2012

ple of the prototype we would recommend to the Board for their consideration. These new mini-blinds are ADA compliant, and unlike the older type that are unsecured on the bottom and require the user to pull a string, these are motorized from the bottom up. Therefore, they won't be affected by our Kihei winds, with the subsequent banging noise that has affected guests' enjoyment in the past. Should the Board provide their approval, we will go ahead and order replacements of these mini-blinds, and hopefully put this issue to rest.

We are in the process of investigating the possibility of replacing all silk flowers in the units with fresh plants and flowers. I have had feedback from owners and guests that with all the beautiful flowers in Hawaii, it seems such a shame to enter our beautiful units only to find silk flowers, when fresh flowers such as orchids or bird of paradise that, incidentally, require minimal care, would be much more aesthetically pleasing. I would ensure that House-keeping staff be responsible for maintenance and upkeep of these plants, but I feel this would be a very nice touch that would set our property apart as a tropical paradise away from home.

As always, we request the support of all owners to report any needed repairs that require attention, so that we can attend to them immediately. We endeavor to maintain your units to your complete satisfaction upon your arrival; however, if anything at all is amiss, we would like to rectify it as soon as possible. Thank you for your cooperation in our mission to make your stay as enjoyable as possible.

In closing, we would once again like to thank your Board for continuously working to maintain the integrity of the property and to maintain our investment to a high standard.

Respectfully submitted,
Dennis Costa, General Manager



Trading Places Maui

Every vacation exchange request is an opportunity to make you, our valued customer happy and satisfied with our services. While the majority of requests are confirmed, there are some that are not.

We all want results, but knowing that there's a person working hard to produce our specific outcome is also pretty compelling. This is why we're committed to honest communication and offering alternate vacation solutions along the way. We like to keep things simple, no longwinded automated phone message systems, no membership fees or passwords and no upfront fees. That's a lot of 'no's that we hope lead to a compelling 'yes' as to why you should consider Trading Places Maui for your next exchange.

Our resort directory is always online at our website, however the print version is always nice to peruse. Contact us if you'd like the 2012 edition mailed to you.

Finally, please note as of January 1st 2012 all fees (except upgrades) will be increasing by \$10.00 per exchange. We all want value for money and as this is the first price raise in six years, we are confident you'll agree that our fee structure remains both fair and competitive.

Trading Places Maui
www.tpmaui.com
1-800-345-7301



DECEMBER 2012

ACTIVITY DESK INFORMATION

Take advantage of our expert Concierge service for all social affairs:

- Dining reservations
- Golf tee times
- Maps/Directions
- Weddings/Vow renewal
- Massage
- Digital underwater camera rental with DVD souvenir
- Discount snorkel gear at Boss Frogs
- Amenity gifts
- Once a week we offer a casual Lei Making Class at 3pm. (Sign up is required.)

Whether it is your first or repeat visit, try to attend your first morning Island Orientation, poolside 8:30 am. Featuring a light continental breakfast: Juice, coffee, fruit, pastry. You will learn the latest hot activities of the season, and meet other guests. Booking your activities is easy!

For the well organized client, try visiting our website in advance:

www.maulea.com where you can review four options for HAWAIIAN STYLE ACTIVITIES and book early to guarantee availability.

We boast over 800 activities now.

We aim to personalize your tours to best suit you!

The top 3 attractions on Maui are still:

- HALKEAKALA CRATER
- MOLOKINI CRATER
- HEAVENLY HANA

We can show you several options to tour these sights:

- Helicopter, van, guided hike, horseback, zipline, bike, ATV, snorkel, Snuba, scuba, submarine, kayak, parasail, jet ski, fishing, whale watch, dinner cruise, luau, magic show, circ polynesia.

Our new favorite boat is Quicksilver, a 65 foot state of the art double deck catamaran, with ADA compliant features including full size bathrooms! Enjoy fresh water shower, glass viewing port, bbq lunch, cocktails, stable cruising to Molokini, turtle town and a bonus dolphin encounter!

Daily from 7:45am-1pm, you will love this snorkel!

- Sun, Mon, Wed, Fri, Quicksilver becomes the best dinner boat, with live music, blended cocktails, and a buffet with main course choice of prime rib, fresh catch or vegetarian.

As a valued Maui Hill customer, you will get discounts on most activities.

Thank you for supporting our activity desk!!!

Donya Izbicki since '83!
donya@hawaiianstyleactivities.com
808-879-6321 Ext 5104

POSSIBLE SALES TAX DEDUCTION

Under The American Jobs Creation Act of 2004, taxpayers who itemize their deductions have the option of claiming either state and local income taxes or state and local sales taxes. The portion of Maui Lea assessments (i.e. maintenance fees plus special assessments) that qualify for the state and local sales tax deduction is 4% of the amount actually paid during the year.

Maui Lea interval owners are advised to seek the advice of their own tax counsel as well as Internal Revenue Service publication #600 to determine if this possible deduction is applicable to their personal tax returns.

Frank Robar
Co-Plan Manager



DECEMBER 2012

PROPERTY TAXES

Real property taxes for the year 2011 are as follows:

1BR = \$129.91
2BR = \$140.74
3BR = \$177.15

HOME OWNER SERVICES

Questionnaire Guidelines:

Let's go green! Your owner's questionnaire can be submitted online via our web site: www.mauilea.com. You only need to submit it once for the current year unless your plans have changed.

If you are travelling with guests, please don't register them until you arrive on property.

For owners that are NOT coming over and sending guests *in their place*, please be sure to register them in writing via your questionnaire or an email prior to their arrival. This will avoid them showing up unannounced and creating a check in problem for your guests. Once we have your their names, you will be mailed, or emailed a confirmation letter which will include the resorts surcharge fees and the states taxes. These fees will be due upon check out.

Owners have the following options each year on how to best utilize their timeshare intervals:

Use the time you own.

- Bank / Exchange it. We have two affiliated exchange company's: RCI www.rci.com TPM www.tpmaui.com

Send a guest in your place.

- Rent your time. You may fill out a rental application on line: www.mauilea.com

* Rentals are never guaranteed, you have the option to bank it 90 days prior to your start date

Keep in mind that as an owner, you must authorize the use of your week each year. This form allows you to register your guests, or to let us know if you will be using your time. To bank your time or list it for rental you will need to contact these sources directly.

Keep in mind that if you don't use it, bank it or list for rental and it sits open, *you have lost it!* Planning in advance is always helpful no matter what you decide to do with your week(s).

If you have moved or changed your contact information, please update us. You can do this on the web site: www.mauilea.com

If you have any questions about your ownership options, please feel free to contact me.

Aloha,

Nancy Benson (B) R
Owner Services and Resale's
www.mauilea.com
nancyb@mauilea.com
(808) 879-6321 ext 5102





DECEMBER 2012

SALES UPDATE

Lea Properties LTD is the onsite real estate company for the Maui Hill Resort. We specialize in timeshare resales and whole ownership unit sales.

Monthly updates of what is currently for sale are sent via email. If you would like to be added to this email blast, please send your email address asking to be included, or we can simply email our inventory for your review. Sellers are considering all reasonable offers, this is a great time to add to your ownership or refer a friend.

Please contact us if you would like to purchase or need assistance in selling.

Tom Von Rosen (PB) 808-879-8802 email: mauihill@maui.net

Nancy Benson (R) B 800-345-7301 or cell: 808-385-9082 email: nancyb@maulea.com

Sharon Paley (R) 800-345-7301 email: Sharon@tpmaui.com

We hope to hear from you soon.

Aloha,
Lea Properties Sales Team

MAUI LEA ASSOCIATION INTERALS FOR SALE

Maui Lea would like to remind all of our owners that the association has inventory for resale. Prices are very reasonable!

To receive a list of what is being offered please contact one of our sales representatives with Lea Properties, or go to the

following website to view our inventory: www.maulea.com.

TRANSFER OF TITLE AND DEEDS

Your Association would like to remind you to consider adding another person to your title which may prevent problems in future ownership issues.

Maui Lea works with First Hawaii Title Corporation. They are very familiar with our property and can assist you in transferring or adding someone to your title. We cannot stress to you enough the importance of keeping your title updated. Taking the necessary steps now can save your family heart ache and money in the future. Please note that there is a cost for this service.

Please contact them at:

First Hawaii Title Corporation
Colleen Kibler · colleenk@firsthawaii.com
P.O. Box 208 · 310 Ohukai Road #319 · Kihei, HI 96753
Telephone: (808) 879-1585 · FAX: (808) 879-7179

MARK YOUR CALENDARS

Below are the board and annual meeting dates.

AOAO Maui Hill

January 20, 2012 (Maui)
April 16, 2012 (Las Vegas)
September 25, 2012 (Maui) Board & Annual

Maui Lea Time Share Association

January 20, 2012 (Maui)
April 17, 2012 (Las Vegas)
September 24, 2010 (Maui Board & Annual)