



DECEMBER 2012

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MAUILEA TIMESHARE GENERAL MANAGER'S REPORT

Aloha from your General Manager and his team! We would like to wish you and your loved ones a very happy holiday season. In the past quarter the Maui Hill team has been very busy in maintaining the integrity of your units to uphold our reputation as one of the best timeshare properties in Hawaii!

We are happy to report that we just completed the installation of the LG 47-inch LED HDTV's in all of our 76 timeshare units. We have been receiving very positive comments from our owners and guests as to how these TV's provide both a positive first impression upon entering the units as well as an updated and well-appointed look so important in this industry. We have also replaced the more outdated and bulky CD players with the new slimmer iPod docks. We are in the process of replacing the drapes in 45 of the 76 units due to staining and the usual wear and tear. We hope to have this completed within the next several weeks depending on the occupancy of the units. We have also purchased a carpet shampooing machine, and once our new houseman is fully trained in the use of this machine, it will be utilized to clean the carpets as soon as possible before owners and guests check in rather than hiring a professional carpet cleaner. While we will still continue to have the carpets professionally cleaned at least every six months, having the carpet cleaning done in-house in the interim will save money and provide better guest satisfaction. With respect to the mini-blinds, we have now replaced these in all units with the new light-rise mini-blinds. These new blinds are ADA- (Americans with Disabilities Act) compliant, and are much easier to operate without the cords, which were a time-consuming nuisance for owners, guests and housekeepers. We also have our maintenance person regularly checking all granite counter tops and glass blocks and sealing these where needed. When units are vacant, we are having the housekeeping staff polish the kitchen and bathroom cabinets with Orange-Glow to bring up the luster of the wood and

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to increase the integrity of units. We have also purchased some air conditioners to replace ones that needed replacement. These new air conditioners in addition to being more energy efficient now have a timer where people are able to set the number of hours of operation. This is far more energy- efficient and cost- effective as the air conditioners don't have to be running continuously. Another cost-saving measure has been having our in-house maintenance person Kevin install weather-stripping at the front entrance doors of the units to eliminate the gap where cool air can escape. This will result in both energy and cost savings in the future. We will be changing the glass door handles and screen door handles as well over the next while. We have had feedback from owners and guests that they have had difficulty at times in opening these doors and we want to rectify that problem for the ease and enjoyment of all.

We are in the process of working with your Board of Directors for upgrades we want to undertake in the future. Once these are prioritized we will discuss these in further detail and at that time let owners know what plans are in place to upgrade their units. We continue to take inventory of the units, and of course will continue to replace whatever is needed. As you can see, there have been many positive updates and improvements in this last quarter. Rest assured that we shall continue to remain vigilant in doing whatever we can to maintain your valuable asset and have it continue to remain a valuable asset in the Hawaiian chain.

In closing, we would like to thank your Board of Directors for continuously supporting whatever it takes to maintain the integrity of the property and to uphold our reputation for high standards in the industry.

Respectfully submitted,
Dennis Costa, General Manager

AOAO MAUI HILL GENERAL MANAGER'S REPORT

Aloha from your General Manager and his team! We would like to wish you and your loved ones a happy and joyful holiday season. As you will see,

this past quarter at Maui Hill Resort has been quite busy. However, we are never satisfied or content to rest on our laurels; we are always striving to improve your valuable asset to maintain our excellent reputation in the industry.

As you all know, we added a water feature across from office lobby area, for which we have received many positive comments from owners and guests. We are now investigating the possibility of adding a fountain in the island immediately outside the office which is currently beautifully planted with impatiens. We feel that a fountain would provide a nice ambience and positive first impression for people checking in at the office area. The tennis court refurbishment is now completely finished and we have had wonderful comments from owners and guests alike as to how nice it looks. We have hired a contractor to maintain the court on a monthly basis. We have also had a licensed contractor trim the fan palms and the rubber tree across from the office. We have had the monkey pods trees by Units #135-138 trimmed back substantially which was necessary as they were growing over the building roofs. We were also finding that continuous maintenance had been required to clean the hallways and railings due to the messy bird droppings causing a nuisance for our owners and guests while occupying these units. This will hopefully eliminate this problem. As there was evidence of termite droppings in some of the upstairs units, we have hired a new company, Dick's Fumigation Service, to do spot-treatment for any evidence of termites found on the property. The hardest part of the spot treatment work is finding the termites, but their "Termatrac" termite detector uses radar technology to locate these pests and the company advises that with this detector they can find more termites than anyone else in Maui. While there is no warranty provided in spot treatment, we feel very comfortable in using Dick's and hopefully we will be able to eliminate the need to tent the buildings, which would be a costly project. The spot-treatment will cost between \$300-425 plus tax per unit, compared to the hundreds of thousands of dollars it would cost to have to tent the buildings. We have had three units done so far, and we are pleased to say have not seen any recurrence of termite problems in these units.

We have replaced the pool deck stone on the far

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end of the pool deck closer to the shower, removing and installing 300 feet of stone. There are several other areas that need to be done but these other sections may have to be postponed until May 2013 due to high occupancy. We are in the process of investigating the replacement of the 16 street pole lights throughout the property, as we have had complaints from owners and guests that these lights shine into their units. We are also in the process of replacing some pole beams throughout the property due to deteriorated lumber, and we are continuing to paint partitions of the landings throughout the property.

We would like to thank you for your continued support, and of course your Board of Directors as well for always continuing to find ways and solutions to maintain the integrity of the property and to keep Maui Hill Resort standing tall and proud within the industry.

Respectfully submitted,
Dennis Costa, General Manager



FROM THE ACTIVITY/CONCIERGE

Join us on your first morning poolside at 8:30am, for fruit, Island pastries, juice & coffee. We discuss the current discounted tour options and there is a drawing for an activity! If you are a returnee, and know what tours you want to take, we suggest that you call or email us ahead to assure availability. Otherwise be sure to attend the morning ori-

entation.

Our Concierge service includes an unlimited choice of activities: dining information, reservations, coupons, golf rates and/or tee times, farmers markets, swap meets, civic meetings, volunteer opportunities, art exhibits, wine tasting, beach equipment and camera rentals, health clubs, babysitting, limousine and/or taxi services, bus schedule, maps, and massage appointments. Let us know what you looking for and we will do our very best to assist you!

MOLOKINI CRATER is our gem of the Pacific, rated by National Geographic to be among the top ten marine preserves in the world!!! Its 3 miles off our South shore with interior water depth of 20-150 feet. The top of the partially formed volcano is above water, making a protective cove where corals grow, attracting an abundance of critters that feed off the coral... Around Molokini, the depth is 400 feet deep!!! Snorkel/scuba trips here range from \$55 on a small raft from the small boat dock across Kihei Road, to luxury catamarans departing from Maalaea Harbor (half hour drive) with glass view window, waterslide, bbq lunch \$80 & up. Boats depart from 7am to 1pm daily. Discounts and more details will be given upon request. Reservations are required and often are sold out 5 days ahead! QUICKSILVER has 2 snorkel sights: Molokini & Turtle Town and 'dolphin encounter'!!!

HALEAKALA CRATER is a 2-3 hour drive from the resort and will provide awesome views along ranch pastures cascading into the ocean. The summit is 10,023 feet from sea level. The 2-lane highway is limited because of the curves that limit speeds to about 10-15 miles per hour. So the downhill bike ride is very popular!!!! The cool upper climate is perfect for zip lining and or horseback riding. You may choose a tour van with a local expert guide or a fantastic helicopter journey! The crater rim is 7 miles across and the floor is 7,000 feet below! 'Sunrise' is the preferred time to go as you witness the sun rising below off the Northeast horizon!

HANA RAINFOREST deserves all day as it takes 3 hours each way to enjoy the jungles (over 3,000 plants & flower types!)and 57 one way/one lane



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bridges! Leave the drive to the van tour guides (\$99) or book an old fashioned Hawaaiian horse-back ride...Helicopter is the ultimate experience (\$135 & up) but nature walk/hikes are becoming very popular, with a dip in a fresh water pool.

Off Island trips: By boat you may visit the most Hawaiian style Island MOLOKAI,

808-879-6321 Ext 5104
donya@hawaiianstyleactivities.com
karen@hawaiianstyleactivities.com



TRADING PLACES MAUI

“A good job is largely anonymous and forgotten, but still important. A personal job, on the other hand, is humanized”. *Seth Goldin*

To really understand how to best utilize your timeshare can take a while. For most, it's a process of trial and error each year, slowly building a body of knowledge that best serves your particular needs. The exchange option (while simple in concept) can sometimes boggle the mind!

If you fall into the latter category, please contact us and we'll happily take the time with you to demystify the process. You own a terrific property and we want to help you utilize it to your best ad-

vantage. Often a simple unhurried conversation providing information, validation and support is all that's required.

That being said, for those of you who are clear on your plans and want fast efficiency, our website has all the forms necessary for each step along the way. www.tpmaui.com.

Thank you for trusting Trading Places Maui and letting us provide not only an exchange service, but a personal connection as well.

Happy Holidays

ANNUAL MEETING ELECTION RESULTS

Congratulations to Loren Knott and Paul DiMarchi for their re-election to the Board of Directors. They will both serve another 3 year term.

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



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PROPERTY TAXES

Real property taxes for the year 2012 are as follows:

1Br = 116.69
2br = 126.41
3br = 159.12

Mike Rober
Co-Plan Manager

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 but are 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
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(808) 879-6321 ext 5102

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 ask-



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ing 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
cell: 808-385-9082
email: nancyb@mauilea.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.mauilea.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
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. Future meetings will be scheduled at the Organizational meeting after the September annual meetings:

AOAO MAUI HILL

February 1, 2013 (Maui)
April 29, 2013 (Las Vegas)
September 19, 2013 – Annual/Board (Maui)

MAUI LEA TIMESHARE ASSOCIATION

February 1, 2013 (Maui)
April 30, 2013 (Las Vegas)
September 18, 2013 – Annual/Board (Maui)

