

Maui Lea Time Interval Owners Association December 2017 Newsletter

MAUI LEA TIMESHARE GENERAL MANAGER'S REPORT

Aloha and Mahalo from your General Manager and his team! We would like to once again inform you of what we have been working on over the past quarter at the beautiful Maui Hill Resort.

- We hope when you receive this newsletter you and yours are doing fine and we appreciate your continued support and look forward of working with all of you to continue improve your home away from home resort.
- We are happy to report we are starting new project in all of the 76 units in our Timeshare units. The scope of work includes re-paint 8 exterior glass door living room and bedroom, 8 exterior lanai screen doors, door frames and threshold, repair screens and hinges as needed. Remove door handles from screen doors and replace with new. Handles are ADA compliance. Remove all metal doors stoppers, prep and paint flat black. Preparation sand and clean all doors. Bondo holes from installing new door latches. Paint all doors will receive one coat of color matched paint to cover.
- We have taken a complete inventory of the refrigerators and microwave units.
- We do have the approval from your board to replace the above items that is needed. Total of 50 refrigerators and 21 microwave units will be replaced starting December and continuing until it's all installed.
- We are also in the process of replacing the lanai indoor outdoor carpet as needed and will continue until this project is completed. It is contingent on the availability of the units being vacant.
- We are also resurfacing the indoor and outdoor lanai tables, repainting and re-strapping the lanai chairs, tables and lounge chairs. This project is ongoing until it is completed.
- We have added in the 1-, 2-, and 3-bedroom unit's new low voltage LED bulbs. Our previous report stated that we added these bulbs in the vanity areas of all units; since that time, we have been adding these bulbs in all the dining room chandeliers as well, this project is now completed. We have also been researching and reviewing a few vendors for purchasing 3-way light bulbs for all units in the living and bedroom lamps provided they provide enough light and that we can negotiate a good price, we will be installing them in the units. They were previously \$18 and are now down to \$7 as mentioned; we are working with the lighting company to obtain them for a better price as we are working in the best interests of all of our owners to maximize savings.
- We have been purchasing new air conditioners whenever needed and with the new air conditioners we do have the instructions of how to operate due to the fact with these new air conditioners have a timer where you may set the hours in use. We are hoping with these times we may have conscious guests not run the air conditioners all day long and in wasting our precious energy.
- We continue to do a general cleaning while units are vacant, as we want to ensure that when owners come in to the units, the units are fresh, crisp, and clean. While completing October service periods to check all kitchen inventory and replacing what is needed. We are happy to report no complaints were mentioned to the front desk or to me. The order for cereal bowls which should arrive within the next several weeks. All the rest of the china we have in stock to be replaced if needed.

- We continue to purchase new beds, refrigerators, air conditioners, and ceiling fans when needed.
- We continue to have our in-house personnel spot clean the carpets throughout the units.
- However, if there is a situation where the carpets need a professional cleaning to meet our expectations, we have CSI come in to clean the carpets. In addition, we continue to have our in-house personnel clean the windows and screens on a continuous basis.
- As mentioned in my previous report, we have had a professional cleaning company clean and seal the floor tiles in the kitchen, bathroom, and dining areas of all units as needed.
- We have placed a linen inventory as the linens are needed to maintain the integrity of the owners and guests expectations.
- From your management and staff we want to wish all of you a Happy Holiday Season.

We truly appreciate this continued support, from the board and the management company, co-plan manager. The entire staff is committed to doing our part to maintain the integrity of the beautiful Maui Hill Resort to the standards for which we have become known in the industry.

Respectfully submitted,
Dennis Costa, General Manager

MAUI HILL AOA GENERAL MANAGER'S REPORT

Aloha and welcome from your General Manager and his team! It has been a very busy quarter and we would like to keep you up to date on everything we have undertaken at the property in our striving to uphold the integrity of the resort and to maintain our excellent reputation in the industry.

- We would like to inform you that since the last newsletter we have completed 12 buildings on September 8, 2017 in adding the weed preventive weed mat, blackjack and gravel 2-3 feet away from the buildings preparing for the exterior of the stucco to be resurfaced. We have had numerous owners and guests compliment how nice and very professional this looks, and adds to the integrity of the property itself. The good news is this project is completed now and we will go back to maintaining the property to attention to detail and as like to say always we want to say we want to keep the property standing tall. During your next visit we are sure you will agree the property looks outstanding and with PRIDE and attention to detail. Great job to our grounds crew.
- We are undertaking this year and in the upcoming fiscal year continuing to replace all the deteriorated lumber: the support beams, the pole beams, the steps, and landings throughout the property. We are hoping that by this time next year we will have all the deteriorated lumber replaced. Again, this is something that we are having done by in-house personnel. We are very fortunate to have these people to do this project as this adds savings to our owners and our Association. We are now in the process of doing these repairs by units 19 -22, 49- 50, 93-94, 99-101.
- We have undertaken the repair of roofs throughout the property that were in dire need due to deteriorating lumber and would cause a safety hazard if it was not done soon. With the recent rain we had throughout the property 6 roof leaks which were repaired two days 4 days later. The above were completed by a license roof contractor.

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- We have also been replacing a lot of the spotlights and walkway lights with LED lighting throughout the property.
- We are in the process of installing LED spot lights in the office area. In case the power goes off we will have lighting to the office for our staff and owners and guests who walk in the lobby area. The recent power outage lasted 11 hours before we had power back on. We had a whole bunch of glow sticks for lighting in the lobby and guests rooms.
- We have replaced hallways carpets throughout the property as needed and will continue to do so until project is also done.
- We also have purchased a new power wash machine, and are having our in-house personnel Mark power-wash the steps and walkways as needed.
- He also power-wash the bottom of the five trash container storage area. Painted the cement floor black.
- We have re-strapped the pool chaise chairs and paint which needed to help save monies instead of purchasing new. We also power washed all the pool chairs to remove the suntan lotion.
- Mark also continuously cleans all barbecue grills, replacing brushes as needed, seals the bench tiles to keep up the appearance of the grill areas, which are very popular with owners and guests.
- Mark recently repainted the Aloha & Mahalo sign painted on the asphalt as you enter the property fronting units # 47 & # 48. To keep up the appearance of the sign Mark has now power wash it monthly.
- We now have our own 499-gallon propane gas tank to fill the barbeques grill gas tanks and the tiki-torches. This adding of in house staff refilling the 5 gallon tanks have saved the association close \$1,500 to \$1,800 dollars a month. This 499 gallon propane was costly at first but the next fiscal budget it will pay for itself.
- We have repaired some of the concrete walkways throughout the property as needed for both safety and aesthetic reasons; this will be ongoing whenever needed.
- We have also added bamboo fencing as you drive up the property boundary line that our neighbors installed but at least 60 feet was not added and it is an eye sore so with adding the bamboo fencing it has increase the integrity of the property. We are sure you will all agree it looks 100% better. We will let the oleander hedge grow up to the bamboo and you will not see the concrete as you drive up the property. In time you will not see the eye soar of the concrete wall.
- We continuously add new colorful plantings throughout the property.
- As you may have noticed, we have been doing quite a bit of tree trimming, for both safety and aesthetic reason. Trimmed the monkey pod trees, queen palms and cut down one foxtail palm, one lauhala tree due to disease.
- The major project is saved for last which is the resurfacing of the stucco throughout the buildings at this time. It looks fresh with the lighter color than what is there now. This project is long overdue and happy that your board took on this project which we are sure will increase the value of your property.
- We completed the addition of a 32' X 38" hand riling as you drive up from the parking lot to units 61-62-63-64. Owners have complimented and how thankful to have something to hold on to get

to the units. It is also a concern we had for safety for our owners. We will be investigating other areas that may need hand railings.

- We completed painting the electrical buildings by units # 85, # 97 & #133 with the new stucco color. We also as a sample painted the front entrance and electrical doors of unit # 97 & # 98, #101 & #102. Please at your convenience take a look and share with me or the board your opinion. This project will be discussed for future planning with the board members.
- We are in the process of replacing the roof tiles on the administration and housekeeping/maintenance buildings. We hope to have installed the new roof shingles and having PV system in place early next year. Once this project is complete we should all see a huge amount of savings for all of us. Thank you to your board for pursuing this task and especially Richard Endean and Alex Cordas.

Again, I would like to thank the Board of Directors for always thinking of ways to uphold the integrity of the property, for their support of ongoing improvements each year as well as gradual improvements throughout the year. I would also like to express my sincere gratitude for the support of all the owners, and of the Management Company.

Respectfully submitted,
Dennis Costa, General Manager

ANNUAL OWNERS MEETING SUMMARY INCLUDING ELECTION RESULTS

Congratulations to Richard Endean, Timothy Ohm and Bill Petro on their re-election to the Board of Directors. They will all serve for 3 year terms.

PRESIDENT'S REPORT FOR 2017 ANNUAL MEETING – ROBERT JACALONE

State of the Association

At the September annual meeting I summarized the Fiscal 2018 budget with our successes and challenges. On the success side, thanks to winning our Property tax appeal, we were able to minimize the increase in our annual maintenance fees this year. On the challenge side we are still at the mercy of the County tax collector. As an example, this year they reduced the assessed value of the property and increased the tax rate. Unfortunately the final bill did not come out until after we had established our budget. All we can do every year is set aside contingency funds to keep the budget in a positive position. I am pleased to announce that we should be within our budget.

At the meeting I also reviewed some of the ongoing projects to keep our property in the best condition. We have completed the painting of all of the interior doors to give the units a brighter appearance. We are now starting on a project to refurbish/replace all of the lanai screen doors. The refurbishment committee is actively looking at additional projects that will be phased over the next few years. They are open to any suggestions that can be implemented in the future. In addition we are setting aside funds and planning our next major refurbishment in 2024.

In conclusion, I stated that the Association is financially sound and there are no foreseeable special assessments.

Bob Jacalone

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

PROPERTY TAXES

Real property taxes for the year 2017 are as follows:

1BR = \$124.92
2BR = \$135.33
3BR = \$170.35

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ACTIVITIES ON MAUI

Concierge Donya Izbicki & Concierge Brent Turner

808-879-6321 EXT 5104 Open daily in the Lobby from 8am-5pm

Maui No Ka Oi! We are the favorite island by visitors and royalty, when we were a monarchy before Statehood!!!!

Plan ahead to be sure of availability for your tours. Our discount prices and friendly service are guaranteed!

If you prefer to wait until you arrive, be sure to attend your first morning poolside Island Orientation 8:30 a.m.

Stop by the desk for dinner coupons/reservations, massage, golf, gym, civic meeting, craft fairs, etc.

Please contact us for further personalized details:

donya@hawaiianstyleactivities.com
brent7@icloud.com

HOME OWNER SERVICES

Questionnaire Guidelines:

Let us 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:

- 1) Use the time you own.
- 2) Bank / Exchange it. We have two affiliated exchange company's: RCI www.rci.com TPM www.tpmaui.com
- 3) Send a guest in your place.
- 4) 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

OWNERS BEWARE OF SCAMMERS!

Some of our owners have been contacted by companies offering to relieve them of their timeshare. Should you be one of those contacted and considering participating, please do yourself a big favor and do a little research prior to sending any money to these companies. The internet is the best way to research, just type in "timeshare scams" and you will find articles posted by the FBI, AARP, Consumer Reports and many others. The common denominator of these scams is getting your money up front. A more recent scam we were advised of is owners on the mainland being invited to a function under the guise that their timeshare property is in trouble and your resort will have a representative there to advise you. This of course is not true. However it shows how creative these scams are evolving. Our suggested rule of thumb is that if you are being asked to put up money prior to any action to be taken by the company stop and check them out.

CJ Law/Nancy Benson

SALES UPDATE

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

We have created a new web site! Please visit us at: www.mauihillsales.com

If you are an interested buyer, you will find a list of units and intervals for sale.

If you are a seller, you will find answers to your questions and all the forms you need to complete to list your unit for re-sale.

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: 808-298-3954 email: nancyb@mauilea.com

Sharon Paley (S) 808-276-6307 email: sharon@mauihillsales.com

We hope to hear from you soon.

Aloha,
Lea Properties Sales Team

MAUI LEA ASSOCIATION INTERVALS 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 Pro-Docs Hawaii. 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:

Pro-Docs Hawaii
Grant Ono ♦ gono@hawaii.rr.com
P.O. Box 1 ♦ Aiea, HI 96701
Telephone: (808) 551-1445 ♦ FAX: (808) 487-3627

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

January 18, 2018 - Board (Maui)
April 25, 2018 - Board (Las Vegas)
September 20, 2018 – Annual/Board (Maui)

Maui Lea Time Share Association

January 18, 2018 – Board (Maui)
April 26, 2018 – Board (Las Vegas)
September 19, 2018 – Annual/Board (Maui)





QUESTIONNAIRE

This questionnaire is for informational purposes only.

Name: _____

Phone: _____ email address: _____

Please add me to email notices: ___Y ___N

Unit Number: _____ Interval Dates: _____

Unit Number: _____ Interval Dates: _____

**We kindly request you do not exceed the occupancy limit of your unit.
One bedroom sleeps 4 two bedrooms sleeps 6 three bedrooms sleeps 8**

My plans for the **year** _____ are as follows:

We will be using our time and the total number in our party will be: _____

We have authorized our guests to use our time. **(Only register a guest name if you will not be coming over)** A guest letter will be sent to you for confirmation.

Guest Names: _____

I have or will deposit my time with RCI, by calling (800) 338-7777

I have or will deposit my time with TRADING PLACES MAUI, by calling (800) 345-7301, or by going on line to: www.tpmaui.com and completing a deposit form.

I have or will put my unit up for **RENT** with Aston Hotels & Resorts, by calling (808) 879-6321, or by going on line to: www.mauilea.com and completing the rental form.

I want assistance with my options, please contact me at:

Phone: _____

In case of an emergency while you are at the Maui Hill, please supply us with a name and number of a contact person:

Emergency Contact Name: _____

Telephone Number: _____

Maui Lea Timeshare Owners Association has units and intervals available for resale. Please visit our website at www.mauilea.com. If you are interested, please check below and provide your contact information.

Please contact me at _____ or email _____