



Maui Lea Time Interval Owners Association December 2018 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.

- It was mentioned in my previous report that we are in the process of repainting the living room and bedroom glass French doors, adjacent frames, and both sides of the screen doors. However, due to high occupancy we have not continued this project. We have recently hired someone who should be starting at the end of this month, and once we have them familiarized with the property, we will continue this project.
- We are continuing to refurbish lanai tables and chairs throughout all units. This is an ongoing project that is taking a little longer than usual, as we take one truckload at a time down to the contractor to be refurbished; after a few weeks when that load is completed, another load is taken.
- We have just received our inventory of china dinner plates and salad plates. We will continue to check kitchen inventories to replace any dinnerware damaged due to wear and tear within the next couple of months.
- When we have vacant rooms during the week, we continue to have our housekeeping staffs do a general cleaning to ensure that units are fresh, crisp, and clean when owners come to their units.
- We continue to do restoration of woodwork with Orange-Glo wood polish and conditioner in all units to maintain the integrity of the furniture.
- Having recently gone through a service period, we have hired a professional carpet cleaning company to clean any carpets that required more of a deep, thorough cleaning than we were able to do in-house.
- With regards to my plan discussed in my previous report for implementing a new policy for pool towels, we advise that this is on hold at the present time. We were not satisfied with the linen company we have been using; however, we understand that the company we were planning to switch to has now been purchased by the same owner. Therefore, we will wait on this for now and hopefully have more discussion to resolve this situation and come to a solution that is beneficial to all parties.
- We have purchased and received a fresh new supply of dishcloths, dishtowels, and potholders.
- We continue to proactively inspect all water heaters on a regular basis, especially when the maintenance person goes into units to do general maintenance, to ensure they are in good working order.
- We are continuing to replace lanai carpets as needed with a more durable high-end product; this project will hopefully be completed within the next few months.
- We are in the process of ordering new box springs and mattresses for all units where the beds were purchased prior to 2015. We hope to place this order within the next two weeks and will install these new beds once they are received.
- We have purchased new Queen and King bed pillows. Your comfort is our priority, so please advise me if you find the pillows too hard or too soft while you are staying with us and it will be my pleasure to take care of this immediately.
- In the next week, we will sign a contract to order new dining room glass top tables and chairs to install in all 76 units. This order will likely take approximately three months to arrive and be installed in the units. I do have a sample chair in my office should anyone wish to come and have a look.

Besides the improvements mentioned above, we will be discussing more upgrades in the coming months and also at the budget meetings next year to continue to improve and to increase the value of your investments.

We are blessed to have a great Board of Directors who always manages to find ways to increase the integrity of the property and for owners to enjoy their home away from home while on vacation. I would personally like to thank the Board of Directors, all the owners, and the Management Company for their continued support. 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.

Wishing Happy Holidays to you and your families!

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.

- The stucco project has now been completed, and we are continuing to work with the contractor to do any touch-up work needed throughout the property on areas of concern noted on our deficiency list. We are hopeful this will be completed to our expectations within the next 30 days.
- We have in-house personnel continuing to repair and replace deteriorated lumber on steps, pole beams, fascia boards, and support beams. They have completed this work by units #45 through #48, then moving forward to Units #49 through #52, which have also been completed. At present they are working on Building L, Units #131 through 134. We have recently ordered over \$12,000 worth of lumber, and hopefully this material should almost complete this project by this time next year.
- Mark, one of our In-house personnel, has completed the painting of storage doors and those on the electrical buildings, and I am very pleased with the results. Mark is now repainting the lobby men's and women's restroom doors, and also installing new door closers to make them easier to open and close, thus providing more efficiency. The next in-house project Mark will be undertaking is the painting of exterior walkways, hallways, and landings throughout the property that are in need of attention.
- Once the landings and deteriorated lumber projects are completed, we will be working on replacing the front entry door and storage door brick moldings with plastic moldings, as this material won't be subject to dry rot or deterioration by termites.
- We continue to replace the hallway carpets throughout the property, and hopefully within the next month, all necessary replacements will have been completed until our next fiscal budget.
- Several new Weber barbecue grills were purchased as we were having problems with the threading on the plastic knobs becoming stripped when turned the wrong way, thus rendering the barbecues unusable. As this was seen to be a design flaw, although the new grills cost more, the company has honored my previous purchase, and still given us a discount savings of \$50 per grill on the newer models. These new grills should not present these problems as they are better designed with new enhanced knobs.
- New flowers and colorful plantings continue to be added throughout the property to enhance the beauty and tropical ambience.
- We purchased an electrical power wash machine, and we have power washed all of the lanai tables and chairs in the pool area. These really came out well, with a fresh, clean look. In addition, we power washed the pool deck, and have also sealed the pool deck. This was all done in-house, with keeps the costs down and provides more savings to the homeowners' Association. Although reported on my previous newsletter that we planned to drain the pool October to repair and replace any damaged tiles as well as completing any re-grouting as needed, this has been delayed until May 16-21, 2019.
- As an update to my note on the last newsletter regarding the installation of cameras for the safety of all our valued owners and guests, I am pleased to report this has now been completed. Surveillance cameras have been installed in the following areas: the driveway as you drive up to and leave the property; by the swimming pool; by the spa; and down by Units #1 and #2 to monitor people who enter and exit the stairs to S. Kihei Road.
- We have repaired the wire fencing on our border with our neighboring property Maui Kamaole.
- We are getting ready for the upcoming Christmas holidays, and will be starting to decorate after Thanksgiving, including the lights installed on the rubber tree across from the lobby, always a very popular and much-photographed addition.
- With regards to future projects, we would like to have the air conditioner housings on the outside of buildings replaced where needed. Currently, some of these are old and some are newer, and we would like to get a bid to replace all those in need of replacement throughout the property to make these more uniform and aesthetically pleasing. Hopefully we will have a bid to present to the Board for consideration in next year's fiscal budget.
- We also propose to obtain a bid for next year's budget to paint the front doors, exterior electrical and storage doors and trim throughout the property.
- We will be researching the option to upgrade our sidewalks in an effort to make it more efficient for our housekeeping and maintenance staff to enter and exit the units. We also intend to investigate installing a protective vinyl covering for the entrance steps to the buildings. This should make the steps last longer by protecting the surfaces from suitcases and other wear and tear.

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 the Management Company. 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.

Wishing Happy Holidays to you and your families!

Respectfully submitted,
Dennis Costa, General Manager

ANNUAL OWNERS MEETING ELECTION RESULTS

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

PRESIDENT'S REPORT FOR 2018 – BILL PETRO

Aloha Maui Hill Timeshare Owners.

This was an interesting and challenging year as reported by Maui Lea (Timeshare) and Maui Hill (AOAO)

General Manager Dennis Costa, Aqua Aston, Fiscal Management and Homeowner Services and their staff has done an excellent job. Trading or purchasing additional vacation weeks is more convenient than ever. The interior of the Units always clean and fresh. The grounds and the pool area look great, and it is a pleasure just to walk around and see the tropical foliage, manicured mature trees, beautiful flowers and the bubbling water falls.

AOAO just finished resurfacing the outside of the buildings, and it looks great. They are working on many projects. The installation of solar panels, repair and replacement of deteriorated steps and beams, just to name a few.

The goal of our association is to maintain, preserve and enhance the value of our home away from home.

The Land Lease Extension of our property from 2049 to November 2064 is great news, and it did not require any additional cost or special assessment from our Timeshare Owners due to prior planning by the board.

I want to thank everyone for their dedication and hard work on this difficult project.

The Renovation Committee and your timeshare board put together an eight (8) year “renovation plan” which will preserve the beauty and high standard of our resort with the minimum increase to our maintenance fees.

We are working on many projects. I would like to share a few of them with you;

Recently completed painting of the Interior Doors, Lanai French Doors and replaced the hardware with new brushed nickel ADA-compliant handles and locks.

Currently, we are refurbishing the Lanai Screen Doors by painting the doors, replacing all the locks with a new ADA-compliant handles and locks and replacing the screens as needed.

Our next major project is the replacement of the Dining Room Sets, and we are also working on upgrading/replacing the mattresses for a more comfortable and restful night sleep.

I want to thank you the **Owners**, Board members, Dennis Costa and his friendly staff for their hard work for helping us achieve our goal, “*best vacation spot on Maui*” and maintain the hard earned “Gold Crown Status”

Our weekly Mai-Tai party at the pool is a great event (put on by the Maui Hill Staff) and a good place to meet other guests and establish friendly relations that will last a long time.

At the West end of the court yard is a small hill, affectionately known by our owners as "Sun-Set-Hill" where people meet, talk about day's activities, watching the beautiful Maui Sunset with their favorite beverage in hand.

Please, check out the many activities when you arrive at your Maui Hill Resort, such as Putting Green, Shuffleboard, Tennis and more. The pool and the Hot-Tub is a great place to kick-back and relax after a hard day of activities. You may want to check out our Web Site at "<http://www.mauilea.com>".

Once again, I want to thank everyone, Owners, Board Members and Maui Hill management for their hard work and support. Our team is the BEST.

If you have any concerns or questions, please don't hesitate to call on anyone of your board members.

In closing, my wife Madonna and I would like to wish you and your families a Merry Christmas, Happy, Healthy and Prosperous New Year.

Respectfully,

Bill Petro
President of Timeshare Board and owner of timeshare weeks 90V, 12PP, 90PP, 78YY

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 2018 are as follows:

1BR = \$128.98
2BR = \$139.73
3BR = \$175.88

TRADING PLACES MAUI



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ACTIVITIES ON MAUI

Aloha from **Donya**, Concierge – Maui Hill Activity Desk
donyaizbicki@bossfrog.com 808-879-6321 Ext 5104

Join us on your first morning for Maui coffee in the Lobby (8am - Noon). Our Concierge service includes wonderful choices of tours and 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, yoga, babysitting, limousine and/or taxi services, bus schedule, maps, and massage appointments. Let us know what you are looking for and we will do our very best to assist you! 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 orientation.

LEI CLASS requires 10 students \$10 each prepaid 3:30pm in the Lobby-Variou days once a week usually.

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 \$80 on a small raft from the small boat dock across the street, to luxury catamarans departing from Maalaea Harbor (half hour drive) Boats depart from 6-7am, returning by 1pm daily. Reservations are required and often are sold out 5 days ahead! **CALYPSO** (\$129) has 2 snorkel sights: Molokini & Turtle Town and is the newest 3 deck boat with glass bottom view area and waterslides off top deck full size restrooms and hot breakfast & BBQ lunch!

REDLINE convenient departure from Kihei Boat Ramp great adventure for adults and kids 8 yrs. + the only raft with a restroom! \$135/\$99 8-15yrs.

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 and ice cold! The 2-lane highway is limited because of the curves to about 10-15 miles per hour. So, the downhill **BIKE** ride is very popular!!!! The cool upper climate is perfect for **ZIPLINING** and/or **HORSEBACK** riding with less physical activity. 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! You will need a permit through this website if you do not want to book a tour: www.nps.gov/hale/planyourvisit/index.htm

HANA RAINFOREST deserves all day as it takes 3 hours each way to survive the jungles (over 3,000 plants & flower types!) and 57 one way/one lane bridges! Leave the drive to the **VAN** tour guides (\$99) **HELICOPTER** is the ultimate experience (\$135 & up) but **NATURE WALKS/HIKES** are becoming very popular, with a dip in a fresh water pool.

Off Island trips:

LANAI is perfect for the client seeking a beautiful beach day, with shoreline snorkeling, tide pool specimens (dry snorkeling), land tour by a local, barbecue, and trade wind sail/whale watch on the return. Weekdays *Trilogy* (\$218 ea.) 6:30am-2pm or 10am-4pm.

QUICKSILVER, Snorkel offshore guaranteeing dolphins!!!! Double deck glass bottom view catamaran features hot breakfast & bbq lunch, waterslide Tue, Thu, Sat., \$129 per adult, offering kids free (age 12 & under)!

HAWAII still has active lava flowing underground from Kilauea and you may fly in a 9-passenger plane from Maui over the sea and view it!!!! (\$450 ea.)

PEARL HARBOR remains historically interesting and there are 3 different packages to consider \$500 & up includes round trip jet fare.

WHALES!!!! The season is December 15 to May 15. Whale watches are 2 hours with daily lectures all day long!!!! You will see most whales Jan-Feb, but sightings are guaranteed! Last year the estimated population was over 12,000 whales!!!! If you are on any boat, you will see whales!!!! **DINNER CRUISE** is a nice way to view whales!!! We offer our guest a big discount on **CALYPSO & QUICKSILVER**, delicious buffet style dinner & cocktails: Lobster tail or Prime rib or fresh catch or chicken or veggie Caesar salad, etc. (\$79 & up)

Restaurant NEWS:

Amigos where *Big Wave* used to be in Lipoa Ctr--good Mexican.

5 Palms Just across the street in oceanfront (views!) Mana Kau Resort features breakfast/lunch/dinner-Happy Hour from 3-7pm!!! We offer a 15% coupon on regular priced entrees for breakfast/lunch dinner.

Kaanapali Beach Hotel Champagne Sunday Brunch. An older hotel on Kaanapali Beach features local foods worth the drive \$48.

Fabiani's it is great & low priced for pizza, pasta, 7 pastry on Lipoa St.

Kihei Cafe longtime favorite breakfast stop-order pay & go to your table-great omelets, banana pancakes etc., will be brought to your table.

Food Trucks have arrived delicious affordable plates!

FIRST FRIDAY has become weekly:

Wailuku	Week #1
Lahaina	Week #2
Makawao	Week #3
Kihei	Week #4

Each of these historic towns is showcased with community culture, food and gift booths-Live music and fun!!! 6pm-9pm. Wear walking shoes!

TURTLE TRACKS Electric open-air shuttles from Wailea Marriot to Foodland on S Kihei by reservation \$5 round trip from 1pm-9pm 808-866-9850.

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 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.maui.lea.com
nancyb@mauilea.com
(808) 879-6321 ext 5102

SELLER BEWARE - NEW AFFILIATE RULES FOR 3RD PARTY MARKETERS AND BROKERS

Over the past few years there has been a growth in the number of companies that are willing to help you terminate your Timeshare interest.

The methods they employ vary but the end result seems to be that it's going to cost you money. While we can't possibly know which of these companies are legit, we can state that all transactions that involved Maui Lea were never followed through with. These, for lack of a better word, scams, not only cost you but greatly impact the resort with costs, since no maintenance fees are never paid creating a hardship for the other owners.

One of the methods used to bring you in for a meeting is by claiming they represent either your resort or your exchange network. This is so prevalent that R.C.I has issued their following policy to all their resort affiliations. Just be reminded that if you are asked for money to sell or terminate your Timeshare, it is most likely a scam.

CJ Law

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@maulea.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.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 Old Republic Title & Escrow of Hawaii, Ltd. 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:

Old Republic Title & Escrow of Hawaii, Ltd.
Leiana Milho ♦ lmilho@oldrepublictitle.com
900 Fort Street Mall, Suite 890 ♦ Honolulu, HI 96813
Telephone: (808) 522-0356 ♦ FAX: (808) 522-0355

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

Friday, 11/30/2018 – Board Conference Call
Monday, 01/28/2019 – Joint Executive Session (Maui)
Tuesday, 01/29/2019 – Board (Maui)
Wednesday, 04/24/2019 – Board (Las Vegas – Cal. Hotel)
Thursday, 09/26/2019 – Annual/Board (Maui)

Maui Lea Time Share Association

Thursday, 12/13/2018 – Board Conference Call
Monday, 01/28/2019 – Joint Executive Session (Maui)
Tuesday, 01/29/2019 – Board (Maui)
Thursday, 04/25/2019 – Board (Las Vegas – Cal. Hotel)
Wednesday, 09/25/2019 – 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 _____