

“Merry Christmas and Happy New Year 2020”



Maui Lea Time Interval Owners Association December 2019 Newsletter

PRESIDENT'S REPORT – BILL PETRO

Aloha Maui Hill Timeshare Owners.

Another interesting and busy year is almost over, and the Holidays are fast approaching.

It is a good time to reflect on accomplishments of 2019 and start looking forward to next Year's opportunities and challenges.

Thanks to our Co-Plan Managers, Board of directors, our General Manager Dennis Costa and his dedicated Staff for maintaining the integrity and beauty of our Resort, as always, exceeding our expectations, and a special thanks to our valued Owners for their support.

It takes teamwork to make our Resort a success, wanting us to come back year after year, enjoying what our beautiful Resort offers us; peace, relaxation, friendship, family activities, and an opportunity to explore the Island's many treasures.

Timeshare and AOA continually looking for ways to improve our Resort, inside and outside. If you look around our Maui Hill Resort, it does not look like it is forty years old, thanks to the dedication of many hard-working people and caring owners.

I would like to share with you some completed and proposed projects;

Re-finishing outside of the buildings, Land Lease Extension, Solar Panel installation, replacing Mattresses, Dining Room Sets and working on Refurbishment of the Lanai Screen Doors with new ADA compliance door handles and locks, just to name a few.

We had an exceptionally Hot and Humid Summer, our electricity cost jumped around 35%.

This is just one of the reasons we are considering more efficient and effective ways of cooling our units, one possibility is installing additional Solar Panels for the timeshare units.

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Our Renovation, Budget, Contract Committees working hard year around to improve and enhance our home away from home, while minimizing the financial impact to our Owners, and ensuring that you have the best vacation experience during your stay.

I would like to congratulate Directors C J Law and Bob Jacalone on their re-election to the Timeshare Board.

My wife Madonna and I wish you and your family a Merry Christmas and a Happy New Year.

Respectfully,
Bill Petro
President of the Timeshare Board

MAUI LEA TIMESHARE GENERAL MANAGER'S REPORT – DENNIS COSTA

Aloha and welcome from your General Manager and his team! We are continuing to be very busy in doing whatever it takes to maintain the integrity of the property to meet the expectations of our owners and our guests. I would like to provide you with an update of what has been done this quarter.

- I am pleased to report that Maui Lea at Maui Hill has once again received the RCI Gold Crown status for 2020. I would like to take the opportunity to thank my entire staff who have worked so hard as a team to achieve this prestigious award.
- As mentioned in my previous report, all new Cal-King and Queen-size mattresses and box springs have been installed for those beds purchased during or prior to 2015. We continue to receive many very favorable comments regarding the comfort of these new beds, with some owners insisting these beds provide the best rest they've had in a long time!
- We have installed all the new dining room chairs, tables, and bedroom chairs in all timeshare units. These look wonderful and provide a nice new, fresh and updated look to the units, which has been commented on favorably by many owners.
- We had mentioned in the previous report that we were hoping to have repainting of the screen doors in the living rooms and bedrooms, including thresholds and doorframes, as well as the French glass doors, completed by the first quarter of next year. However, over the last month, there has been a delay in this project due to the contractor dealing with the untimely death of his supervisor. We will hopefully get this project underway again and back on track in the near future.
- As vacancy of units permit, we continue to have all lanai tables, chairs, and chaise lounges resurfaced by powder coating and then repainted to maintain their appearance and durability. This project will hopefully be completed within the next few months.
- When units are vacant, we have our housekeeping staff do a general cleaning to ensure that units are fresh and clean when owners come to their units. We also have the timeshare maintenance person clean out the drains in the vanity sinks and the showers, as these get clogged over time.

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- We continue to proactively inspect all water heaters throughout the timeshare units on a regular basis to ensure they are in good working order. We have replaced four water heaters that were starting to show evidence of leaking, so it is fortunate that we installed a panel under the water heaters, as these make it easy to detect any leakage before it causes any damage in the units or in the units below. With the change in temperature and humidity from the hot, dry summer months, we are hoping to be able to reduce the use of air conditioners and therefore the cost of electricity, which will be positive for all parties concerned.
- We continue to utilize the carpet cleaning services of Maui Refresh, who provide a more detailed and thorough cleaning, including odor removal and sanitation, which we consider has been well worth the extra expense. Carpets look fresh and new again, and this service has made such a difference that it should be a few more years until carpets are in need of replacement. We can use our in-house personnel to do spot treatments for high traffic areas, and when deeper cleaning is required, we will have Maui Refresh come out during our service periods twice per year. We just completed our service period in October and had 64 units done; these should not require professional cleaning for another six months. The carpets in the remaining 12 units were done by in-house personnel, as they were not deemed to be in need of a professional cleaning at this time.
- We continue to replace the indoor/outdoor lanai carpets as needed with a more durable, high-end product. We are having Maui Refresh clean these carpets as well when needed, and we have been very pleased with the results. The indoor/outdoor carpets not only have a fresher and cleaner look, but with the amount of sand the professional cleaning is able to remove, they will last much longer as well.
- We continue to do cleaning and restoration of all woodwork with Orange-Glo wood polish and conditioner in all units to maintain and revitalize the luster of the wood.
- As mentioned, we purchased second-hand golf carts for the Housekeeping department and for the timeshare maintenance person, which was necessary due to the wear and tear of the golf carts over time. These purchases have assisted these personnel to be a lot more efficient and productive.
- Another project we have undertaken is the removal and relocation of the innkeeper's information regarding rates, rules, and regulations, previously mounted on the back of front entrance doors, to the master bedroom by the safe. This has necessitated touch-up painting where the plastic insert was attached to the front entrance doors in order to color-match the doors. We also continue to do any spot painting throughout units where needed.
- As of November 1, our new pool towel policy has been put into effect, with towels being distributed on a one towel per person basis. To date, we have not received any unfavorable feedback, but I will be personally monitoring this going forward. The true test of the effectiveness of this policy will be the resulting cost savings in the long term.

As you can see, we are continuously and proactively seeking ways to ensure units are kept as meticulous as possible and to maintain the integrity of the units. However, if there is anything you would like us to look after, or should you have any recommendations, we are always more than happy to hear from you and to work with you to keep the units immaculate. We will discuss any future upgrades at our Board meeting in April 2020.

We are fortunate to have a great Board of Directors who always manage 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 very Happy Holidays and blessings to you and your families!

Respectfully submitted,
Dennis Costa, General Manager

MAUI HILL AOA GENERAL MANAGER'S REPORT – DENNIS COSTA

Aloha and welcome from your General Manager and his team! We have had another busy but wonderful quarter at the Resort. 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 have continued to focus on replacing the deteriorated lumber on support pole beams, landings, fascia boards, and stairs throughout the property. We have two in-house personnel working diligently on this project and have made good progress in quite a few areas on the upper half of the property. We hope to have the balance completed by this time next year.
- By proactively replacing all deteriorated lumber as well as having spot treatments done by Dick's Fumigation, we are hopeful that the decision as to whether it will be necessary to tent the buildings for termites can be put off until the next fiscal budget. We will continue to investigate any areas of concern and can discuss this matter at that time if warranted.
- In several units, we have replaced the brick moldings on the front entry door as well as those on the electrical and storage doors with new plastic or vinyl moldings, which was necessary due to deteriorated lumber. This is an ongoing project, and we are in the process of obtaining a bid, which will be taken to the Board for approval to proceed.
- We have obtained two bids from professional licensed contractors to paint the entrance doors, storage doors, and electrical doors throughout the property, as well as the deteriorated doorframes. These bids will be discussed with the Board during our budget meeting next year.
- We have replaced a few of the hallway carpets throughout the property as necessary and will continue as needed.
- Mark, in-house personnel, continues to paint the exterior walkways, hallways, and landings on an ongoing, as-needed basis.
- Mark has also painted all parking lot lines and curbs, sidewalk curbing, and directional arrows. This has really increased the integrity of the parking lot. In addition, certain areas of the parking area required some new asphalt to ensure the safety of owners and guests walking in these areas. We have also replaced some of the bumper stops throughout the property, which was necessary due to deterioration.
- Mark power-washed and sealed the lobby tiles and bathroom tiles.

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- We have continued with extensive tree trimming throughout the property this quarter, which has been necessary for both safety and aesthetic reasons. The pink Tacoma tree by Units #129 and #130 was removed, including stump removal, which was necessary to prevent further damage as it was uprooting the sidewalk and growing under the building. Six paper trees were cut down and removed; we trimmed nine Queen palms; we have trimmed the Washingtonian and coconut trees; and we will be trimming and shaping the pink Tacoma trees in the upper part of the property in early December. We are in the process of trimming the rubber tree across from the office as well as adding lights to prepare for the upcoming holiday season. The trimming and removal of trees should be completed by the end of December, and other than the ongoing trimming of the coconut and Washingtonian palms, this should be enough for a while. • We have purchased a few more barbecue grills for the enjoyment of owners and guests, and we continue to have in-house personnel clean the barbecue grills a minimum of twice per week, or sometimes three times per week, depending on usage and on available manpower.
- We have had many favorable comments about the upgrades to both the area by units #119 up to unit #140, where the bougainvillea plants were trimmed well back and the walls were power washed and repainted, as well as the opposite side from units #79-102, where the bougainvillea hedges were cut down low, and new bougainvillea bushes planted to fill in the hedge. These upgrades have made a big difference aesthetically, as the hedges now look more manicured and provide tropical color on both sides of the driveway, as well as requiring less maintenance for the grounds men to trim. We have also added bougainvillea bushes by the shuffleboard court; we should see some nice tropical color blooming in that area in the next couple of months.
- We had purchased 9 additional cushions for the chaise lounge chairs, making a total of 17 for the poolside enjoyment of our owners and guests. However, as we noticed that the original ones purchased had become noticeably worn, we have ordered eight replacements for these, as they have been very popular.
- New flowers and colorful plantings continue to be added throughout the property to keep things updated and fresh, and to enhance the tropical ambiance.

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 and blessings to you and your families!

Respectfully submitted,
Dennis Costa, General Manager

ANNUAL OWNERS MEETING SUMMARY INCLUDING ELECTION RESULTS

Congratulations to Robert Jacalone and CJ Law on their re-election to the Board of Directors. They will both serve for 3-year terms.

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. As a result of the tax cuts and jobs act, the deduction for State & Local taxes is limited.

Maui Lea interval owners are advised to seek the advice of their own tax counsel as well as available Internal Revenue Service publications 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 2019 are as follows:

1BR = \$136.24
2BR = \$147.59
3BR = \$185.78

TRADING PLACES MAUI



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ACTIVITIES ON MAUI

*****MAUI HILL ACTIVITY DESK December 2019*****

donya@hawaiianstyleactivities.com

808-879-6321 Ext 5104

donyaizbicki@bossfrog.com

Aloha from **Donya**,

Activity Desk located poolside of main Lobby open daily 8am-5pm. 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 s days once a week usually.

NEW! Pineapple Tour 9:30am or 11:45am The only plantation left = production of fresh crop only Maui Gold-Includes gift box and upgrades include rum tasting/gourmet lunch \$65-\$99.

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. And 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!

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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 freshwater 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 Thur 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.

Restaurant NEWS:

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

5 Palms Just across the street in oceanfront (views!) Mana Kai 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 is great & low priced for pizza, pasta, & 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.

Ohana ('family') affordable cafe -we have coupons!

FOOD TRUCKS have arrived delicious affordable plates!

FIRST FRIDAY has become weekly:

Wailuku =Week # 1

Lahaina =Week #2

Makawao=Week #3 (this has been discontinued!)

Kihei=Week #4

Each of these historic towns is showcased with community culture and 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 \$6 round trip from 1pm-9pm 808-866-9850.

HOMEOWNER 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 owner's 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 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 online: 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) 879-6321ext 5102

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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 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 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.

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Please contact them at:

Old Republic Title & Escrow of Hawaii, Ltd.
Carl Kawachi ♦ ckawachi@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

Monday, 12/02/2019 – Board Conference Call
Wednesday, 01/15/2020 – Exec Session (Maui)
Thursday, 01/16/2020 – Board (Maui)
Wednesday, 04/22/2020 – Board (Las Vegas)
Monday, 09/14/2020 – Exec Session (Maui)
Wednesday, 09/16/2020 – Annual/Board (Maui)

Maui Lea Time Share Association

Thursday, 11/21/2019 – Board Conference Call
Wednesday, 01/15/2020 – Exec Session (Maui)
Thursday, 01/16/2020 – Board (Maui)
Thursday, 04/23/2020 – Board (Las Vegas)
Monday, 09/14/2020 – Exec Session (Maui)
Tuesday, 09/15/2020 – 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 _____