

Maui Lea Time Interval Owners Association June 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.



On our last project we completed the painting of Glass French Doors in the living and bedroom added ADA handles for 76 units.

We painted interior bath doors, closet doors and storage doors. We removed the metal door stoppers and installed new door hinges and locks.

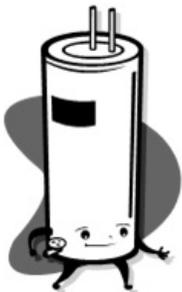


- Preparation for this and future project noted below includes sanding and cleaning all doors and applying Bondo to fill left over holes from installing new door latches.
- Doors will receive one coat of color matched paint and door stoppers are painted flat black.

We will be painting the exterior off lanai screen doors including the door frames and thresholds. We will also remove and replace the door handles and screens with new as needed.



We have recently completed the replacement of 47 refrigerators and 19 microwaves using more efficient and energy saving models. The only appliance that needs replacing in the kitchens is the range stovetops which are currently replaced as needed.



On an ongoing basis the housekeeping staff clean the glass block, check the water heaters for leaks and clean the dryer vents using a vacuum cleaner with a longer nozzle attachment to help prevent combustion which could lead to fires.





May is our annual service period and we have order supplies to complete the unit inventory. We have recently ordered replacement china including plates, bowls and mugs to match the existing supply. This was a special order and we anticipate the delivery in July.



On an ongoing basis we are inspecting and replacing lanai carpets with a durable high end product that will last long and provide savings in the future.



On an ongoing basis we are inspecting and refurbishing lanai tables and chairs. Refurbishing includes sandblasting, powder coating and painting making the furniture last for years to come.

In closing I would like to thank the board of directors for constant 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 like to express my sincere gratitude for the support of the owners, the Management Company Mike and Frank Robar our co plan manager and Nancy Benson Homeowners services and I can't forget Tom and Sharon you sells the owners and foreclosure weeks.

It takes a team to be successful and we do have a great team here at the Maui Hill Resort.

Sincerely,

Dennis Costa, General Manager

MAUI HILL AOA GENERAL MANAGER'S REPORT

Aloha and Mahalo 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 that 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.

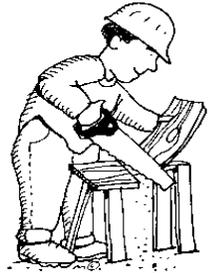


The first phase of resurfacing the exterior with stucco throughout the buildings is going smoothly. We have received many favorable comments that indicate our property has a fresh, clean and bright new look. After all these years, we are pleased that this project was approved and near its completion.



As many of you have seen or heard we have experienced quite a bit of rain in 2017 and year to date in 2018. The rain is much needed on the island and makes for a lush and green landscape however with our aging property it also brings challenges. We continue have roof leaks and make every effort to immediately address and remedy the concerns. We currently have an eight year preventive maintenance plan in place and we will continue to monitor the property for any leaks and address them accordingly.

We are very grateful for our experienced and qualified staff at the Maui Hill. On an ongoing basis we have replaced wood, fascia board, steps, pole beams and any deteriorated wood throughout the property that is of concern. We anticipate that this project will be completed in 2019.



Our staff is also hard at work to ensure that the pool and barbecue grills are clean.

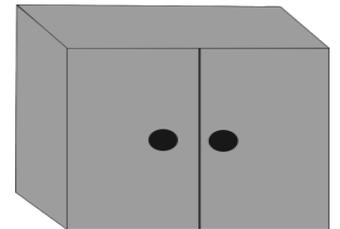




We like our property to stand tall and our staff is currently painting the building electrical storage doors and fascia to match the recently completed stucco and resurface of the buildings.



A down payment has been made to replace the indoor/outdoor carpet at the pool area. In approximately 6 to 8 weeks we will receive a new, high end, quality carpet that should last longer than my retirement. You get what you pay for and this carpet will be the most durable and cost efficient installed.



We will be replacing going forward with in house staff the electrical doors, storage doors trim with new wood or vinyl with a wood look to deter termite damage and deterioration.



In keeping safety our number one concern at the Maui Hill, we are in the process of investigating to install a vinyl protective for the entrance steps to the buildings. This should make the steps last longer and protect the surfaces from suitcases or other wear and tear.



Another project that we are working for the future is painting the exterior air conditioner housings to match the recently completed resurfacing of the stucco on the buildings.



Productivity on our property is important and we are 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.



Keeping our pool area bright and shiny is crucial as many guests and owners spend a lot of time there. We repair the stone tile as needed and will be draining the pool, power washing the tile, replacing and repairing tiles as well as re-grouting as needed. We hope to schedule this project during the October service period of this year.

In closing I would like to thank the board of directors for constant 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 like to express my sincere gratitude for the support of the owners and the management company.

It takes a Team to be successfully and we do have a great Team here at the Maui Hill Resort.

Sincerely,

Dennis Costa, General Manager

BUDGET COMMITTEE UPDATE FOR FY2019

I would like to inform you of the Budget outcome at the Owners Association Board of Directors meeting held in April 2018 in Las Vegas, Nevada.

We started working on the budget in February. After many hours of discussions with General Manager Dennis Costa, Property Manager Ruth Okada, budget committee members Richard Endean, Robert Jacalone, Tim Ohm and myself Bill Petro, we felt it was a fair and balanced budget, would support our Operations and Reserves, and keep our Maintenance Fees to the minimum.

After a brief discussion at the April Board meeting in Las Vegas, the New Budget was presented to the Board and Owners, and it was unanimously approved.

Here are some of the reasons for the Maintenance Fee increase:

Increase in AOA Maintenance Fees for the replacement of the Roofs due to water leaks. This is a multi-year project.

A onetime payment for the Land Lease extension by 15 years. From November 2049 to November 2064.

Real Property Tax Increase by the County of Maui.

Increase in Employee Benefits, Laundry and Guest Supplies.

I would like to share some good news with you:

AOAO just completed the Stucco "re-surfacing" on the outside of all the buildings, looks great.

We continue working on many projects that will preserve the beauty and high standards of our Home away from Home. Recently we completed painting the Interior Doors and the Lanai French Doors, added new brushed nickel hardware.

We are in a process of painting and re-furbishing the Lanai Screen Doors, with new brushed nickel hardware, and replacing Lanai Carpets as needed.

Replaced 47 Refrigerators and 19 Microwaves, they look great and are much more energy efficient.

We are looking at other renovations that will improve our Resort. Our goal is to do as much as "financially" possible.

Unfortunately, we did have to increase the Quarterly Fees, some.

\$1.00 quarterly increase for the one bedroom units.

\$4.00 quarterly increase for the two bedroom units.

\$8.00 quarterly increase for the three bedroom units.

ZZ units (1, 2 and 3 bedrooms) will also increase by \$1.00, \$6.00 and \$13.00 per quarter.

The new Fee Increase will go into effect as of July 1, 2018. A copy of the budget is included in this newsletter.

If you have any questions or concerns, please don't hesitate to contact us.

Thank you for your patience and understanding.

Sincerely,

Bill Petro
Budget Committee Chair

**MAUI LEA TIME INTERVAL OWNERS ASSOCIATION
 BUDGET
 July 1, 2018 to June 30, 2019**

	Current Monthly Budget	New Monthly Budget	New Per Interval	New Whole Unit
INTERVALS		3800		
REVENUES				
Maintenance Fees	\$198,531	193,827	\$51.01	\$2,550.50
AOAO Maintenance Fee	61,350	66,390	17.47	\$873.50
Real Property Taxes	43,350	47,160	12.41	\$620.50
Lease Rent	27,610	28,010	7.37	368.50
Interest Income	0	600	0.16	8.00
Late Fee Income	2,420	2,420	0.64	32.00
Other Income	5,460	5,780	1.52	76.00
TOTAL REVENUES	\$338,721	\$344,187	\$90.58	\$4,529.00
CONSTANT EXPENSES				
Salaries - Housekeeping	\$47,730	\$48,750	\$12.83	\$641.50
Salaries - Maintenance	3,570	3,680	0.97	48.50
Salaries - Front Desk	20,520	19,920	5.24	262.00
Salaries - Shared	9,110	8,680	2.28	114.00
Salaries - Reimbursed	(15,050)	(14,650)	(3.86)	(193.00)
Total Salaries	\$65,880	\$66,380	\$17.46	\$873.00
Timeshare Services	\$3,126	\$3,182	\$0.84	\$42.00
Accounting	11,237	11,575	3.05	152.50
Automotive	370	250	0.07	3.50
Bad Debt	5,000	4,170	1.10	55.00
Meeting Expenses	2,780	2,780	0.73	36.50
Employee Benefits	12,026	14,100	3.71	185.50
401(k) Expense	593	560	0.15	7.50
Insurance	4,310	4,590	1.21	60.50
Late Fee Expense	375	375	0.10	5.00
Legal Fees	500	300	0.08	4.00
Management Fees	5,909	5,943	1.56	78.00
Miscellaneous	350	350	0.09	4.50
Office Supplies & Expense	2,250	2,100	0.55	27.50
Web Site Expense	200	200	0.05	2.50
Owners' Pool function	850	1,000	0.26	13.00
Professional Fees	400	610	0.16	8.00
Rent - Storage	160	260	0.07	3.50
Taxes - Payroll	5,190	5,670	1.49	74.50
Taxes - General Excise	14,098	14,324	3.77	188.50
Telephone	400	450	0.12	6.00
Uniforms	200	200	0.05	2.50
TOTAL CONSTANT EXPENSE	\$136,204	\$139,369	\$36.67	\$1,833.50
VARIABLE EXPENSES				
Cleaning Supplies	\$2,100	\$1,800	\$0.47	\$23.50
Guest Supplies, etc.	2,100	2,200	0.58	29.00
Laundry	6,900	7,400	1.95	97.50
Linen Replacements	1,300	1,300	0.34	17.00
Maintenance Fees	61,350	66,390	17.47	873.50
Postage	1,100	1,100	0.29	14.50

**MAUI LEA TIME INTERVAL OWNERS ASSOCIATION
 BUDGET
 July 1, 2018 to June 30, 2019**

	Current Monthly Budget	New Monthly Budget	New Per Interval	New Whole Unit
Rent - Land Lease	27,610	28,010	7.37	368.50
Contract Repairs & Maint	700	1,200	0.32	16.00
Replacements - Minor	2,300	1,900	0.50	25.00
Supplies - Maintenance	1,000	900	0.24	12.00
Taxes - Real Estate	43,350	47,160	12.41	620.50
Taxes - Income	1,600	1,600	0.42	21.00
Utilities - Electricity	20,000	19,000	5.00	250.00
Major Replacements	7,880	6,840	1.80	90.00
TOTAL VARIABLE EXPENSES	\$179,290	\$186,800	\$49.16	\$2,458.00
TOTAL OPERATING EXPENSES	\$315,494	\$326,169	\$85.83	\$4,291.50
NON OPERATING EXPENSES				
Capital Reserve (Renovation) Transfer To	\$20,927	\$0	\$0.00	\$0.00
Non Scheduled Renovation Reserve	0	8,764	2.31	115.50
Scheduled Renovation Reserve	0	8,754	2.30	115.00
Contingency Reserve	2,300	500	0.13	6.50
TOTAL NON OPERATING EXPENSES	\$23,227	\$18,018	\$4.74	\$237.00
TOTAL EXPENSES	\$338,721	\$344,187	\$90.57	\$4,528.50
NET OPERATIONS	\$0	\$0	\$0.01	\$0.50

Type	CURRENT MONTHLY					CURRENT Quarterly
	Operating	AOAO MF	RPT	Lease	Total	
1 Bedroom	\$51.25	\$12.59	\$9.24	\$5.66	\$78.74	\$236
2 Bedroom	\$51.25	\$17.02	\$11.54	\$7.66	\$87.47	\$262
3 Bedroom	\$51.25	\$21.03	\$14.91	\$9.47	\$96.66	\$290
ZZ 1 Bdrm	\$87.86	\$21.58	\$15.84	\$9.70	\$134.98	\$405
ZZ 2 Bdrm	\$87.86	\$29.18	\$19.78	\$13.13	\$149.95	\$450
ZZ 3 Bdrm	\$87.86	\$36.05	\$25.56	\$16.23	\$165.70	\$497

Type	NEW MONTHLY					NEW Quarterly
	Operating	AOAO MF	RPT	Lease	Total	
1 Bedroom	\$49.79	\$13.62	\$9.80	\$5.75	\$78.96	\$237
2 Bedroom	\$49.79	\$18.42	\$12.75	\$7.77	\$88.73	\$266
3 Bedroom	\$49.79	\$22.76	\$17.11	\$9.60	\$99.26	\$298
ZZ 1 Bdrm	\$85.35	\$23.35	\$16.80	\$9.86	\$135.36	\$406
ZZ 2 Bdrm	\$85.35	\$31.58	\$21.86	\$13.32	\$152.11	\$456
ZZ 3 Bdrm	\$85.35	\$39.02	\$29.33	\$16.46	\$170.16	\$510

PRESIDENT'S MESSAGE – ROBERT JACALONE

First, I would like to thank Bill Petro and his budget committee working with the AOA, Ruth Okada and Dennis Costa to keep our maintenance fees as low as possible with all of the challenges of increased Property Tax, AOA funding roof replacement and wage/benefit increases.

Secondly, as you are probably aware, the AOA has been negotiating with the land owner for the past 3 years to extend the land lease by 15 years. Finally, the negotiations are going in a positive direction and barring any major holdups the lease extension should be completed in the September 2018 timeframe. The land owner is requesting a onetime payment of \$300,000 plus attorney fees. To complete the transaction (including our attorney fees, modification of deeds, recording of the deeds and other cost) the total cost will be \$400,000. The AOA will require a special assessment from the owners. The average assessment for the whole owners will be around \$3000 per unit. Timeshare total allocation is about \$215,000 or roughly \$60 per interval. Your Board looked at trying to collect \$60 per interval time's 3800 intervals and decided a better plan was to set aside funds collected over the past 3 years from maintenance fees. The good news is that these funds are available so Timeshare will not have a special assessment.

TRADING PLACES MAUI



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MAUI-HAWAII

Trading Places Maui is happy with our new website activity! If you have not set up your online account, this is a gentle reminder to do so. Your email address is your log in, and you will receive a temporary password to get you signed in.

We appreciate the Maui Lea owners, and would like to say MAHALO for your business and continued support.

ACTIVITIES ON MAUI

Aloha from **Donya**, Concierge
donyaizbicki@bossfrog.com 808-879-6321 Ext 5104

Activity Desk in the Lobby is open daily from 8am until 5pm. Please call or email for advance information and reservations for: Luaus-Molokini Snorkel/dive trips-Helicopter-Dinner cruise-Zip lining-Massage-Bike-Hike-Surf-etc.

Dinner reservations are recommended, but not in advance of your stay, except for **Mama's Fish House**. It is now the 8th best restaurant in the US!!!! (Expensive, but worth it!) Maximum number of diners is 8. The menu is the same all day from 11am-9pm. I prefer early dining because of the beachfront view and long drive (at least one hour each way)...plus rush hour from 4pm-6pm!

For about the same money, you can enjoy a Polynesian buffet dinner with drinks and exotic show. Nearby in Wailea, there are 2 luaus: **Grand Luau at Honua'ula** at Grand Wailea and **Te Au Moana** at Wailea Beach Resort (Marriott). Both are offered Mon-Thur-Fri-Sat from 5-8pm. **Feast at Lele** in Lahaina (one hour drive) is nightly from 6-9pm, featuring

beachfront setting and 5 course dinner, served on a private table by top organic chef, James McDonald. Owned by **Old Lahaina Luau**, it is catching on as the 'best' with private waiters offering wine/beer pairing in addition to any other cocktail. It is not buffet style, rather regal for kings & queens like you! Outrigger canoes enhance the experience as they recreate the migration from sea to shore....Breathtaking! There is no 'preshow' of games/crafts, so it is best for adults without children. If you want to attend the original **Old Lahaina Luau**, it sells out one month ahead!!!!

It has been coined 'the best luau', but it doesn't have any dances other than hula, focusing on the way it was when there were only Hawaiians here-so it is limited to Hawaiian food & dance (hula).

Another evening affair is a sunset cruise:

Calypso (\$99) is the newest 3 deck gorgeous stable power catamaran Sun, Mon, Wed, Fri from 5-7pm. Choose entrée - Lobster tail or prime rib or baby back ribs or chicken or fresh catch or veggie plus 2 alcoholic drinks.

Alii Nui (\$169) smaller sailing catamaran with shuttle. Buffet gourmet delight including sushi, crab cakes, shrimp cocktail plus entrees like prime rib & fresh catch!

Trilogy (\$129) Wed, Fri Sailing catamaran limited to 20 couples. Chef on board prepares lovely 4 course dinner with cocktails.

Nighttime shows:

Ulalena Mon thru Thurs, 5pm, with dinner post show dinner option \$70-\$110 Cirque du Soleil performers talk story of Maui History chanting in Hawaiian with music/dance.

Sunday Brunch? *Kaanapali Beach Hotel*, 10am-1pm, \$45 includes champagne. This hotel is old world Hawaiian with many artifacts of bygone days. If you were here in the good old days, you will appreciate this tip! This is the largest buffet ever with many local favorites and entertainment.

If you stop by the desk you can pick up a current restaurant list and coupons.

Transportation:

There is a **county bus** stopping at our driveway entrance on S. Kihei Road, once per hour for just \$2, 6:30am-7:30am until 8pm. You can transfer for longer routes but it doesn't run late enough for evening affairs.... **TURTLE TRACKS** is new & fun-Electric open air vehicle transports in our area, \$3 each way-Good for dining & luaus nearby.

For tour prices please request a price sheet sent to your email. Our top three attractions are:

HALEAKALA CRATER
HEAVENLY ROAD TO HANA (& BACK)
MOLOKINI CRATER

There are a lot of options to see these unique places!!! Reservations for tours are required.

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.maui.lea.com
nancyb@mauilea.com
(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 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

September 19, 2018 – Annual/Board (Maui)
January 28, 2019 - Board (Maui) Tentative
April 24, 2019 – Board (Las Vegas – The Cal Hotel)

Maui Lea Time Share Association

September 18, 2018 – Annual/Board(Maui)
January 28, 2019 – Board (Maui) Tentative
April 25, 2019 – Board (Las Vegas – The Cal Hotel)



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 _____