

Maui Lea Time Interval Owners Association June 2020 Newsletter

PRESIDENT'S MESSAGE – BILL PETRO

I normally start my newsletter by saying: This was an interesting and challenging year, and they usually are however, we would never have guessed how challenging, dangerous, and deadly it would be.

My hope and prayer is, that this letter finds you and your family safe and in good health. Many safety measures were incorporated to protect Maui Hill, the health and safety of our Owners and Staff is our number one priority.

As I said in my previous letter, our meeting in April was to be in Las Vegas, due to the COVID-19 pandemic, a normal face to face meeting was not possible, too many restrictions on traveling, gathering and social distancing.

Our best option was a Teleconference call, which was held on April 23, 2020.

Prior to the meeting, we asked you to return your signed Proxy, concerning Solar Energy Devices, the topic of providing electricity for all 140 Units was discussed at the Special Meeting, followed by our Regular Board Meeting.

Thanks for your prompt response of returning your Proxies. It was better than expected, due to the circumstance of the COVID-19 pandemic. It allowed us to have a Quorum and proceed with the "Teleconference" Meetings.

The final count of the returned Proxies was 639, Owners approval of the project was 596, and opposing, was 43.

The Special Meeting was held prior to our Regular Meeting. With the Timeshare approval by Proxy, AOA now have the majority to pursue the Design and Installation of the Solar Panels throughout the Resort. Yes, the Roof may look a little different, but the benefits are many, lower electrical cost, a new roof and with no direct Sun hitting the Tiles, (Solar Panels will shade the roofs), should reduce the inside temperature to the Upper Units by a few degrees.

Our Budget Committee of Tim Ohm, Richard Endean, Bob Jacalone, our General Manager Dennis, myself, and our Co-Plan Manager Ruth Okada presented a "0" increase in Maintenance Fee to the Board, it was approved unanimously. Many painful decisions and reductions were made to achieve the NO increase in our fees. Biggest culprit, the Property Tax, increase of \$67K annually. Dennis made many changes, reduction of hours worked by staff, doing some of the deep cleaning in the units, performing additional maintenance work that would be required later in the year. We needed to maintain many of our valued and dedicated staff to keep our Resort in the condition that we are accustomed to.

The Renovation Committee presented their new revised plan with a limited but necessary renovation to keep our Resort in an excellent condition. The renovation and painting of our Screen Doors will continue, it is about 70% complete. The committee is considering a Split Cooling System, that would

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be more efficient and much quieter. Please see Managers Report from Dennis, for more information about our home away from home.

As we see other places around the country starting to reopen for limited business and activity, our hope, soon we will have our Resort available for us to enjoy, provide the long-awaited freedom and relaxation that we crave.

Our lives will be different, as it was after 9-11. While social distancing is essential for now. We must do our part supporting each other, Family, Community our Nation, never been more important. Together we will get through this, and we are looking forward to better and happier times for all of us.

Thank you for your continued support and understanding, your Board of Directors, Maui Hill Staff and Co-Plan Managers wishing you the best of health, be safe, until we meet again on Maui.

Respectfully

Bill Petro, President
Maui Lea Time Interval Owners Association

ALOHA FROM YOUR TREASURER

May this update find you and your family staying safe and well during these very unprecedented times.

I would like to thank Dennis and all the Maui Hill team. Along with committee members, Bob Jacalone, Dick Endean and Ruth Okada for all the hard work and the time put in on our up and coming budget.

We began working on the budget in January; long before we all knew or realized what this virus and the aftermath would mean to the country and the Maui Hill property. During these original discussions, we were facing many challenges with higher electricity costs, laundry costs, payroll and the ever-changing Maui property taxes. As we further worked into the first quarter on these numbers, it became apparent that some of these costs, due to the pandemic would be decreasing. Our committee pledged a ZERO increase to our owners and worked together with Dennis and his team to achieve this with ZERO increase in fees for now.

We as a committee however predict at some point down the road, will have to face these higher costs and increases but not during these times.

I would like to thank Dennis again for all that he does for all of us. It shows in the quality and integrity of the Maui Hill property.

If you have any questions, please feel free to reach out to me.

Sincerely,

Tim Ohm

**MAUI LEA TIME INTERVAL OWNERS ASSOCIATION
 BUDGET
 July 1, 2020 to June 30, 2021**

	Current Monthly Budget	New Monthly Budget	New Per Interval	New Whole Unit
INTERVALS		3800		
REVENUES				
Maintenance Fees	\$197,951	\$191,141	\$50.30	\$2,515.00
AOAO Maintenance Fee	69,280	69,280	18.23	\$911.50
Real Property Taxes	48,170	53,760	14.15	\$707.50
Lease Rent	28,360	29,580	7.78	389.00
Interest Income	1,100	1,100	0.29	14.50
Late Fee Income	2,600	4,200	1.11	55.50
Other Income	6,810	7,570	1.99	99.50
TOTAL REVENUES	\$354,271	\$356,631	\$93.85	\$4,692.50
CONSTANT EXPENSES				
Salaries - Housekeeping	\$50,190	\$49,650	\$13.07	\$653.50
Salaries - Maintenance	3,790	3,760	0.99	49.50
Salaries - Front Desk	20,920	19,150	5.04	252.00
Salaries - Shared	8,770	7,520	1.98	99.00
Salaries - Reimbursed	(13,310)	(12,670)	(3.33)	(166.50)
Total Salaries	\$70,360	\$67,410	\$17.75	\$887.50
Timeshare Services	\$3,317	\$3,391	\$0.89	\$44.50
Accounting	11,921	11,921	3.14	157.00
Automotive	250	100	0.03	1.50
Bad Debt	4,170	8,580	2.26	113.00
Meeting Expenses	2,940	2,470	0.65	32.50
Employee Benefits	15,830	21,600	5.68	284.00
401(k) Expense	567	557	0.15	7.50
Insurance	4,820	4,410	1.16	58.00
Late Fee Expense	430	520	0.14	7.00
Legal Fees	300	300	0.08	4.00
Management Fees	6,167	6,167	1.62	81.00
Miscellaneous	100	50	0.01	0.50
Office Supplies & Expense	2,000	1,000	0.26	13.00
Web Site Expense	200	230	0.06	3.00
Owners' Pool function	1,000	0	0.00	0.00
Professional Fees	420	430	0.11	5.50
Rent - Storage	260	290	0.08	4.00
Taxes - Payroll	5,890	5,740	1.51	75.50
Taxes - General Excise	14,741	14,836	3.90	195.00
Telephone	400	100	0.03	1.50
Uniforms	200	0	0.00	0.00
TOTAL CONSTANT EXPENSE	\$146,283	\$150,102	\$39.51	\$1,975.50
VARIABLE EXPENSES				
Cleaning Supplies	\$1,600	\$700	\$0.18	\$9.00
Guest Supplies, etc.	2,300	600	0.16	8.00
Laundry	7,000	3,925	1.03	51.50
Linen Replacements	1,100	0	0.00	0.00
Maintenance Fees	69,280	69,280	18.23	911.50
Postage	1,100	500	0.13	6.50

**MAUI LEA TIME INTERVAL OWNERS ASSOCIATION
BUDGET
July 1, 2020 to June 30, 2021**

	Current Monthly Budget	New Monthly Budget	New Per Interval	New Whole Unit
Rent - Land Lease	28,360	29,580	7.78	389.00
Contract Repairs & Maint	1,500	400	0.11	5.50
Replacements - Minor	1,800	675	0.18	9.00
Supplies - Maintenance	800	375	0.10	5.00
Taxes - Real Estate	48,170	53,760	14.15	707.50
Taxes - Income	2,140	2,340	0.62	31.00
Utilities - Electricity	20,000	17,000	4.47	223.50
Major Replacements	5,390	5,650	1.49	74.50
TOTAL VARIABLE EXPENSES	\$190,540	\$184,785	\$48.63	\$2,431.50
TOTAL OPERATING EXPENSES	\$336,823	\$334,887	\$88.14	\$4,407.00
NON OPERATING EXPENSES				
Non Scheduled Renovation Reserve	\$8,694	\$8,990	\$2.37	\$118.50
Scheduled Renovation Reserve	8,754	8,754	2.30	115.00
Contingency Reserve	0	4,000	1.05	52.50
TOTAL NON OPERATING EXPENSES	\$17,448	\$21,744	\$5.72	\$286.00
TOTAL EXPENSES	\$354,271	\$356,631	\$93.86	\$4,693.00
NET OPERATIONS	\$0	\$0	(\$0.01)	(\$0.50)

Type	CURRENT MONTHLY					CURRENT Quarterly
	Operating	AOAO MF	RPT	Lease	Total	
1 Bedroom	\$50.84	\$14.21	\$10.59	\$5.82	\$81.46	\$244
2 Bedroom	\$50.84	\$19.22	\$12.66	\$7.87	\$90.59	\$272
3 Bedroom	\$50.84	\$23.75	\$17.45	\$9.72	\$101.76	\$305
ZZ 1 Bdrm	\$87.15	\$24.36	\$18.15	\$9.98	\$139.64	\$419
ZZ 2 Bdrm	\$87.15	\$32.95	\$21.70	\$13.49	\$155.29	\$466
ZZ 3 Bdrm	\$87.15	\$40.71	\$29.91	\$16.66	\$174.43	\$523

Type	NEW MONTHLY					NEW Quarterly
	Operating	AOAO MF	RPT	Lease	Total	
1 Bedroom	\$48.99	\$14.21	\$12.12	\$6.07	\$81.39	\$244
2 Bedroom	\$48.99	\$19.22	\$14.37	\$8.21	\$90.79	\$272
3 Bedroom	\$48.99	\$23.75	\$18.81	\$10.14	\$101.69	\$305
ZZ 1 Bdrm	\$83.98	\$24.36	\$20.78	\$10.41	\$139.53	\$419
ZZ 2 Bdrm	\$83.98	\$32.95	\$24.38	\$14.07	\$155.38	\$466
ZZ 3 Bdrm	\$83.98	\$40.71	\$32.25	\$17.38	\$174.32	\$523

MAUI LEA TIMESHARE GENERAL MANAGER'S REPORT

Aloha and welcome from your General Manager and his team. As we navigate through this unprecedented time in our history, we could never have foreseen a time where we have been unable to welcome our valued owners to their home away from home, to be able to connect with long-time friends and to be able to provide our owners and guests with an enjoyable vacation here at our beautiful resort. There is one thing I know for sure as the General Manager of this resort for the past 37 years: that by standing together and collectively holding onto the belief in better days ahead, we will be able to gather together again soon. On behalf of the entire team, we look forward to the day we are able to welcome you back, and rest assured that until then we are doing everything in our power to protect your investment.

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.

- As you all know, the units are vacant at the present time, so we have taken this opportunity of time and availability to do a deep and thorough general cleaning to ensure when you return to home away from home, everything will be immaculate and top notch. This includes moving furniture away from walls, cleaning the back of the sofas and loveseats, vacuuming thoroughly, and moving the refrigerators and cleaning the sides, floor, walls, and the tiles underneath. We are also taking the time to clean all mini blinds in the bedrooms and living rooms.
- We are having our in-house person clean and polish all glass blocks in bathrooms that have glass blocks, removing any water stains or soap scum using a special product and using a buffer to buff the glass to make it look new again. As always, we use in-house personnel whenever possible in order to save funds.
- We continue to use Orange-Glo throughout units to restore the luster of all woodwork.
- We are having Daniel do some touchup painting of the white paint of bathroom and storage doors and frames in all units, and also applying the Sunshine Coast paint color on the walls to bring them up to par again.
- We have replaced some ceiling fans that needed replacement.
- We have purchased new clean, fresh pillows and disposed of the old in order to provide a more enjoyable sleep experience.
- We will be having Maui Refresh attend to professionally clean and disinfect all the carpets in the timeshare units. They will also re-stretch the carpets wherever needed.
- We have taken a complete inventory of all units that needed new drapes; these drapes have been ordered and will be installed when they arrive, which will complete this project of upgrading/replacement of drapes.
- After taking inventory of the dishwashers in the 76 units, it was found that 40 were in need of replacement. Thanks to our Board who has approved this project, these have been ordered and should arrive within a few weeks. We will have our maintenance people install them in-house so they're ready to go for your next visit.
- An ongoing project we continue to work on is the painting of the screen doors and the French glass doors. This project will continue as time and monies permit.
- We are replacing the shelving in the kitchen and bathroom areas.

Please allow me to express my appreciation as always to the entire team here at the resort, to our valued owners, to the Management companies, and to the Board of Directors for their unwavering

support and trust in me to steer the resort through this situation to better days ahead. We are so fortunate to have a great Board of Directors who always manage to find ways to increase the integrity of the property and to keep it standing tall in the industry. The entire staff is committed to doing our part to maintain the reputation and standing of the beautiful Maui Hill Resort to the standards for which we have become known. We all look forward with positive optimism to when we can gather together once again in better days ahead.

Respectfully submitted,
Dennis Costa, General Manager

MAUI HILL AOA GENERAL MANAGER'S REPORT

Aloha and welcome from your General Manager and his team. In my 37 years as the General Manager of the resort I have seen some challenging days and weathered some difficult times, but never would I have ever thought that we would be shuttering the resort in peak season and not be able to enjoy the usual busy hum of owners and guests enjoying their vacation at our beautiful resort. None of us could have foreseen this situation, but one thing is for sure: we are all in this together. We will get through this stronger and better than ever, and we will be welcoming you back to Maui Hill Resort to your home away from home soon. Until that time, rest assured that we continue to maintain the integrity of the property to maintain our excellent reputation in the industry.

We would like to keep you up to date on projects and maintenance we have undertaken at the property in the past quarter to keep it standing tall:

- The grounds men continue to do an excellent job; without their ongoing hardworking efforts, the property would not look as beautiful as it does at 40 years old.
- By popular demand, the grounds crew have planted banana trees throughout the property, and hopefully during your next visit these trees will be in bloom, and we can once again have bananas hanging up to ripen under the signature tree poolside for all owners and guests to enjoy.
- We are removing some of the upright sprinklers throughout the property and replacing them with pop-up sprinklers so the grounds men can mow the lawn more thoroughly to look more professional and manicured.
- We are adding security lights throughout the property to provide an additional measure of security to protect your valuable investment.
- We are installing new pagoda lights and spotlights as needed throughout the property.
- We are having Mark, our in-house painter, work on the entry storage doors of units. He is sanding them down, applying primer, and then painting with new chocolate brown paint to enhance the look of the buildings and to make them more updated and pleasing to the eye.
- We also continue to do replacement of support beams, the fascia boards, and the landings throughout the property. We have completed Units #127 through #130 and we are now working on Units #15 through #18; these should be done in a few weeks, and we will then turn to Units #23 through #26, #79 through 82, and #136 through 138.
- We have replaced some of the hallway carpets with a more high-end carpet throughout the property.
- We have had housemen wash down all of the hallways and landings and scrub all the railings throughout the property.

- We have added colorful flowers across from the office to give a nice facelift and add to the tropical ambience around the office area and parking lot, as we always strive to continuously improve and enhance the property.

I would like to thank the Board of Directors for their support of our efforts to uphold the integrity of the property through 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 Companies. At such an uncertain time, your support is truly appreciated. Please know that the entire staff is committed to doing our part to maintain the reputation and standing of the beautiful Maui Hill Resort to the standards for which we have become known in the industry. From our ohana (family) to yours, please stay safe and know that we are all in this together with brighter days ahead.

Respectfully submitted,
Dennis Costa, General Manager

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ACTIVITIES ON MAUI

Donya Izbicki , senior Concierge donya@hawaiianstyleactivities.com

The Activities Desk at Maui Hill is currently closed, due to COVID-19, please check with the Resort Office for Concierge availability.

HOME OWNER SERVICES

Questionnaire Guidelines:

Let's go green! Your owner's questionnaire can be submitted online via our web site: www.mauilea.com. You only need to submit it once for the current year unless your plans have changed.

If **you are travelling** with guests, please don't register them until you arrive on property.

For owners that are **not** coming but are sending guests **in their place** please be sure to register them in writing via your questionnaire or an email prior to their arrival. This will avoid them showing up unannounced and creating a check in problem for your guests. Once we have your 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) 879-6321 ext 5102

Sales Update:

Lea Properties LTD is the onsite real estate company Maui Lea at Maui Hill, the timeshare portion of the Maui Hill Resort.

If you are looking to acquire time in our Vacation Ownership Program, we listen to your wishes, fine tune your criteria and match you with a unit and interval(s) that suits your needs.

If you feel it is time to sell, let us explain the simple process and provide a trusted, reliable and knowledgeable platform to assist in bringing you a buyer.

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As dual agents, we enjoy nothing more than bringing together excited buyers with appreciative sellers. You are guided from start to finish, safe in the knowledge you are in capable hands!

The intervals for sale and FAQ may be found on our website www.mauihillsales.com

Please contact us if you would like to purchase time or would like assistance in selling;

Tom Von Rosen ® (P)B 808-879-8802 E-mail: mauihill@maui.net
Nancy Benson ® (B) 808-298-3954 E-mail: nancyb@maulea.com
Sharon Paley ®(S) 808-276-6307 E-mail: sharon@mauihillsales.com

We look forward to hearing 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.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.
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, 09/14/2020 – Joint Executive Session
(Maui)

Wednesday, 09/16/2020 – Annual/Board
(Maui)

Maui Lea Time Share Association

Monday, 09/14/2020 – Joint Executive 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 _____