

MAUI LEA TIME INTERVAL OWNERS ASSOCIATION
BOARD OF DIRECTORS REGULAR MEETING
November 21, 2019 – 10:00 a.m. HST
Teleconference

I. Call to Order

President Bill Petro called the meeting to order at 10:07 a.m. HST.

II. Establish Quorum

Members Present: Bill Petro, Bob Jacalone, Tim Ohm, Paul DiMarchi, Dick Endean, Loren Knott joined at 10:27 a.m.

Members Absent: CJ Law

By Invitation: Frank Robar & Mike Robar, Condominium Fiscal Management, Inc. Co-Plan Manager Maui Lea; Dennis Costa, General Manger; Ruth Okada & Leslie Chang, Aqua-Aston Hospitality, Inc., Co-Plan Manager

III. Approval of Agenda

MOTION #1: Bob Jacalone moved to add to New Business, Employee status and was seconded by Paul DiMarchi. The motion carried unanimously.

IV. Approval of Minutes 9/24 & 25, 2019 Regular Meeting & 9/25/19 Organizational Meeting

MOTION #3: Tim Ohm moved to approve the meeting minutes of September 24 & 25, 2019 with the following change. (Deleted language has been crossed out)

~~**MOTION #3:** Bob Jacalone moved that when the 2 CDs mature that those funds be remain liquid and seconded by Loren Knott. The motion carried unanimously. (subsequent motions were renumbered)~~

The motion was seconded by Bob Jacalone. The motion carried unanimously.

MOTION #4: Bob Jacalone moved to accept the Organizational meeting minutes of September 25, 2019 as written and was seconded by Tim Ohm. The motion carried unanimously.

V. Treasurer's Report

1. Financial Review – Tim Ohm reported on the October 2019 financials.
2. Delinquencies & Collections – To be discussed in executive session.
3. Investments – Frank Robar – Reported that the accounts are on a 2 -year laddering cycle and maturing every 6 months. Money markets are paying about same as CDs.

VI. Ad Hoc Committee

1. Energy Audit
 - A. Oversized Fans Upper Floor Units/Better Air Circulation – Dennis Costa continues to investigate a living room install.
 - B. A/Cs Change to Split System – No report.
 - C. Better Air Circulation in the Units – Combined with item A.
 - D. Motion Detectors for AC – No report.
 - E. Timers – D. Costa – Placed order and will run test after installation
2. Solar Power for Timeshare Units – Dick Endean reported that the solar for the carts need to be completed first, then the units will be addressed.

VII. Standing Committee

1. Contract Committee – Nothing to report
2. Budget Committee – Nothing to report

Loren Knott arrives at 10:27 a.m.

3. Renovation Committee – CJ Law/P. DiMarchi/D. Endean/ D. Costa – Bill Petro reported that CJ will report in the January meeting providing input from the Committee to the Board.

10:29 a.m. Recording Secretary phone disconnected and reconnected at 10:31 a.m.

4. Association Interval Sales Committee – Loren Knott provided a report. Discussion on standardizing a sales plan for the intervals and targeting the intervals older than 2 years old.

VIII. Manager's Report

1. Status – Dennis Costa reported on the following:
 - During the service period carpet was cleaned, housekeeping performed a general cleaning, A/C filters cleaned and replaced as needed, water heaters were inspected, and a few were replaced.
 - The carpet is scheduled for replacement in 2024. The carpet will be evaluated to determine if the carpet should be changed out before or after 2024.
 - 17 Recliner cushion springs were replaced and will be charged to contract repairs.
2. Screen Doors – Replacement screen doors vinyl & pine doors are being investigated. Dennis will report at the January meeting.
3. Expenses – Expenses for the AOA (including VRBO), Resort and Timeshare will be reviewed for proper allocation. Dick Endean will provide a report at the January meeting
4. RCI Awarded Gold Crown - Congratulations to Dennis and the Maui Lea team for another year of being awarded the RCI Gold Crown designation.

IX. Unfinished Business

1. Timeshare Resales – Deferred to the January meeting.
2. Electronic Billing – Mike Robar reported that all the information was uploaded into their new software system. He will be sending the Board test invoices.
3. Website Association Voice \$125/\$75 - Leslie Chang reported that the Association Voice charges are \$125 for start-up and \$75 per month thereafter. He will check if the pricing is for 76 units or 3,800 timeshare intervals. Nancy Benson is the administrator for the current site. The Board would like input from Nancy and the Board members to provide comments to Dick Endean by 12/15.
4. Emotional/Service Animals - Deferred to January meeting.
5. Pool Towels – Dennis Costa reported that most towels are being returned, however he will reconcile the monthly invoices to determine how many are actually missing.

X. New Business

1. AOA Affairs – Deferred to January meeting.
2. Out-Sourcing Timeshare Employees Committee – The Board established an ad hoc committee comprised of Bob Jacalone (chair), Tim Ohm and Dennis Costa to investigate the feasibility and cost to out-source. The committee will be contacting companies such as Altres and Staffing Solutions comparing it with Aqua-Aston and reporting to the Board at the January meeting.

XI. Next Meeting

1. Board
 - A. 1/15/20 Executive Session w/ Maui Hill 4 pm (Board only); 1/16/20 Maui 9:30 am - Open
 - B. 4/23/20 Las Vegas, NV 9 am PST
 - C. 9/15/20 Board & Organizational Meeting Maui (to follow Annual Owners meeting)
2. Annual – 9/15/20 Maui 9:30 am (9 am registration)

XII. Executive Session

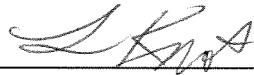
MOTION #5: Bob Jacalone moved to go into executive session and was seconded by Paul DiMarchi. The motion carried unanimously.

The Board went into executive session at 12:02 p.m. During the executive session, the Board discussed legal and personnel matters. Upon coming out of the executive session, the regular conference call meeting resumed at 12:36 p.m.

XIII. Adjournment

MOTION #6: Bill Petro moved to adjourn the meeting and seconded by Tim Ohm. The motion carried unanimously.

The meeting was adjourned at 12:37 p.m.

Approved by: 
Loren Knott, Secretary

1/13/2020
Date

Leslie Chang
Recording Secretary