Maui Lea Time Interval Owners Association June 2021 Newsletter

PRESIDENT'S MESSAGE - BILL PETRO

Aloha Maui Hill Timeshare Owners!

It is time for our yearly June Newsletter, my hope and prayer, that this letter finds you in good health.

As the COVID-19 Pandemic is improving in our Nation, less restrictions, more freedom to move around and travel is obvious throughout the Islands and especially at our Resort. Dennis reported at the April's Board Meeting that the timeshare units were at a 92% capacity. The Units are filling up fast, but transportation is getting harder to come by.

We again held our April 2021 Board Meeting virtually on the 22nd, I would like to share with you some of the items that were discussed during the meeting.

The Budget Committee chaired by Tim Ohm assisted by Bob Jacalone, General Manager Dennis Costa, Co-Plan Manager Ruth Okada and myself, presented the proposed budget to the Board of Directors. After a brief discussion, the budget was approved with a less than 2% quarterly increase: 1-bedroom units by \$3, 2-bedroom units by \$4-, and 3-bedroom units by \$6. All the reductions the committee has incorporated helped but was not able to overcome the 8% property tax, salaries, and cleaning supply increases. I want to thank the Committee for their hard work, I think they did an excellent job keeping the maintenance fee as low as possible.

Happy to report the refurbishing of the Lanai Screen Doors are complete with new easy to use handles and locks.

The Renovation Committee chaired by Bob Jacalone, assisted by Dennis Costa informed us that the Split Air Condition System was installed in all the <u>39 Upper Units</u>. They started the removal of the wall air conditions, closing off and refinishing the inside holes left by the units. I want to thank Bob and Dennis for their dedication and hard work. The committee will be planning the next phase, installation of the Split Air Conditioning System in the Lower units.

Our General Manager Dennis Costa and his Staff are doing an excellent job keeping our Resort in beautiful condition, inside and outside during these difficult times. To keep-up with the COVID-19 protocols, which requires additional supplies, a longer time to clean and sanitize units prior to your arrival is a must to keep everyone safe.

Homeowner Services Nancy Benson continues her excellent service working with owners, rescheduling their trips as required, assist with the relocation owners if needed during the A/C, Tenting and the Roof and Solar installations.

It is important that you give Dennis and Nancy the time needed to properly prepare the Units prior to your arrival.

The Installation of Solar Panels for all 140 units have started, this is a major project that Maui Hill AOAO is undertaking, with the Tenting for Termites, removing the old Tiles, installing the New Roofs, Solar Panels and replace Tiles to give it the look that we are accustomed too. *The tentative schedules of the Tenting activities are posted on our website.*

With the A/C upgrades and the Solar Panel Installation, we are looking forward to lower electricity cost, and a comfortable and quieter stay for our Owners and Guests.

I would like to thank Dennis and Nancy for working with owners and guest to minimize the inconvenience and making your stay pleasant and enjoyable during these major improvement projects at our Resort.

A special thanks to our Owners for their patience and understanding.

We strive to maintain, preserve, and enhance the beauty and value of our Maui Hill Resort, our home away from home.

Wishing you the best of health and a safe travel.

Respectfully

Bill Petro, President
Maui Lea Time Interval Owners Association.

ALOHA FROM YOUR TREASURER

May this update find you and your family staying well and safe.

I would like to thank Dennis and all the Maui Hill Team. Along with budget committee member Bob Jacalone and Ruth Okada for all their hard work and the time put in on our 2021 budget.

With the property getting back to normal occupancy levels, operation expenses are starting to ramp up post pandemic. When we started looking at the budget in January, we saw that fixed costs were going to increase. Payroll expense increased 3%. Maui County property tax evaluations was an increase of 7%. As of this report, the property tax rate has remained at this number.

We had to have a small increase in our quarterly fee's due to these rising costs. Please know that your budget committee worked very hard to keep this increase as minimal as possible.

I would like to thank Dennis again for all that he does for the property and all of us. It is reflective in the integrity and quality 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, 2021 to June 30, 2022

Current Monthly	New Monthly	New Per Interval	New Whole Unit
Duuget			
	3000		
\$191.141	\$189.141	\$49.77	\$2,488.50
•		•	\$943.50
•	•	15.27	\$763.50
29,580	29,990	7.89	394.50
1,100	0	0.00	0.00
4,200	4,200	1.11	55.50
7,570	7,200	1.89	94.50
\$356,631	\$360,241	\$94.80	\$4,740.00
\$49.650	\$0	\$0.00	\$0.00
3,760	0	0.00	0.00
19,150	0	0.00	0.00
7,520	0	0.00	0.00
	\$191,141 69,280 53,760 29,580 1,100 4,200 7,570 \$356,631 \$49,650 3,760 19,150	Monthly Budget Monthly Budget 3800 \$191,141 \$189,141 69,280 71,700 53,760 58,010 29,580 29,990 1,100 0 4,200 4,200 7,570 7,200 \$356,631 \$360,241 \$49,650 \$0 3,760 0 19,150 0 0	Monthly Budget Monthly Budget Per Interval 3800 3800 \$191,141 \$189,141 \$49.77 69,280 71,700 18.87 53,760 58,010 15.27 29,580 29,990 7.89 1,100 0 0.00 4,200 4,200 1.11 7,570 7,200 1.89 \$356,631 \$360,241 \$94.80 \$49,650 \$0 \$0.00 3,760 0 0.00 19,150 0 0.00

Salaries - Reimbursed	(12,670)	0	0.00	0.00
Payroll Reimb	0	95,130	25.03	1,251.50
Total Salaries	\$67,410	\$95,130	\$25	\$1,252
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Timeshare Services	\$3,391	\$3,494	\$0.92	\$46.00
Accounting	11,921	12,278	3.23	161.50
Automotive	100	150	0.04	2.00
Bad Debt	8,580	6,600	1.74	87.00
Meeting Expenses	2,470	3,157	0.83	41.50
Employee Benefits	21,600	0	0.00	0.00
401(k) Expense	557	0	0.00	0.00
Insurance	4,410	3,040	0.80	40.00
Late Fee Expense	520	520	0.14	7.00
Legal Fees	300	300	0.08	4.00
Management Fees	6,167	6,354	1.67	83.50
Miscellaneous	50	100	0.03	1.50
Office Supplies & Expense	1,000	1,500	0.39	19.50
Web Site Expense	230	230	0.06	3.00
Professional Fees	430	1,868	0.49	24.50
Rent - Storage	290	290	0.08	4.00
Taxes - Payroll	5,740	0	0.00	0.00
Taxes - General Excise	14,836	14,989	3.94	197.00
Telephone	100	250	0.07	3.50
Uniforms	0	150	0.04	2.00
TOTAL CONSTANT EXPENSE	\$150,102	\$150,400	\$39.58	\$1,979.00
VARIABLE EXPENSES				
Cleaning Supplies	\$700	\$1,600	\$0.42	\$21.00
Covid-19 Supplies	\$0	\$250	\$0.07	\$3.50
Guest Supplies,etc.	600	1,200	0.32	16.00
Laundry	3,925	5,200	1.37	68.50
Linen Replacements	0	500	0.13	6.50
Maintenance Fees	69,280	71,700	18.87	943.50
Postage	500	500	0.13	6.50
Rent - Land Lease	29,580	29,990	7.89	394.50
Contract Repairs & Maint	400	1,300	0.34	17.00
Replacements - Minor	675	1,300	0.34	17.00
Supplies - Maintenance	375	500	0.13	6.50
Taxes - Real Estate	53,760	58,010	15.27	763.50
Taxes - Income	2,340	2,520	0.66	33.00
Utilities - Electricity	17,000	14,000	3.68	184.00
Major Replacements	5,650	3,820	1.01	50.50
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TOTAL VARIABLE EXPENSES	\$184,785	\$192,390	\$50.63	\$2,531.50

TOTAL OPERATING EXPENSES	\$334,887	\$342,790	\$90.21	\$4,510.50
NON OPERATING EXPENSES				
Non Scheduled Renovation Reserve	\$8,990	\$8,697	\$2.29	\$114.50
Scheduled Renovation Reserve	8,754	8,754	2.30	115.00
Contingency Reserve	4,000	0	0.00	0.00
TOTAL NON OPERATING EXPENSES	\$21,744	\$17,451	\$4.59	\$229.50
TOTAL EXPENSES	\$356,631	\$360,241	\$94.80	\$4,740.00
NET OPERATIONS	\$0	\$0	\$0.00	\$0.00

Туре	CURRENT MONTHLY Operating AOAO MF RPT Lease Total			CURRENT Quarterly		
1 Bedroom	Operating \$48.99	\$14.21	\$12.12	Lease \$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

Туре	NEW MONTHLY					NEW
	Operating	AOAO MF	RPT	Lease	Total	Quarterly
1 Bedroom	\$48.44	\$14.71	\$12.93	\$6.15	\$82.23	\$247
2 Bedroom	\$48.44	\$19.89	\$15.35	\$8.32	\$92.00	\$276
3 Bedroom	\$48.44	\$24.58	\$20.26	\$10.28	\$103.56	\$311
ZZ 1 Bdrm	\$83.04	\$25.22	\$22.17	\$10.54	\$140.97	\$423
ZZ 2 Bdrm	\$83.04	\$34.10	\$26.31	\$14.26	\$157.71	\$473
ZZ 3 Bdrm	\$83.04	\$42.14	\$34.73	\$17.62	\$177.53	\$533

MAUI LEA TIMESHARE GENERAL MANAGER'S REPORT

Aloha and Welcome from your General Manager and his TEAM. What a difference a few months make! It seems the days of the Maui Hill Resort being quiet and empty of happy owners and guests is a long time ago because we're back to the way we all like it: full of activity and memories in the making. The island is buzzing with activity, rental cars are hard to come by, and beaches are full. The entire staff and I are so happy to be able to welcome everyone back with our warm aloha service; we have missed you all! As we move forward in bringing the resort back fully, we have been working on ongoing and new projects. Please allow me to provide an update of what we've been working on over the past few months.

- Our top priority and focus continue to be the thorough cleaning and sanitizing of units due to the pandemic. This
 of course results in more expenses in terms of labor costs to follow all recommended protocols to ensure
 everyone's health and safety.
- While we do have general cleaning and inventory coming up in a few weeks, our focus and concerns at present have been these added expenses and the projects that are currently underway.
- Due to the influx of tourists on the island, Maui Linen Supply is not able to keep up with the demand for linens from resorts and hotels. The resulting shortage means that we are not currently able to follow our usual practice of triple sheeting, where there is a white sheet placed on top of the bed to cover the blanket. We are working on this issue and will hopefully be able to return to triple sheeting at some time in May.
- We continue with the installation of the split air conditioner units, with 30 upper units done to date May 6, 2021. I
 would like to acknowledge the efforts of Bob Jacalone, who was instrumental in obtaining the approval of all of
 you for this project, which has been so well received by both owners and guests of the units. Thank you, Bob.
- We are working on the sample unit to remove the air conditioner in the wall, patching up the wall with durarock, caulking and dry wall to cover the opening texture and then painting the wall; this will hopefully be completed this week. Once we're satisfied that this process will restore the look of the walls fully and leave no trace, we will move forward in removing all the window air conditioners in the units.
- While we were in the unit's inspection the work on the split air conditions, Mr. Jacalone made note of the fact that
 the bottom edges of the medicine cabinet mirror may be rough and sharp in places. While we will of course look
 after this by sanding down any rough, exposed edges just in case someone inadvertently triers to open the mirror
 from the bottom, the intention of the manufacturer was that these cabinets open not from the bottom, but rather in
 the middle where the magnet mechanism was placed. In any case, as it poses a potential safety hazard, it will be
 rectified immediately in most economical means possible.
- We continue to replace lampshades in the units, ensuring that standing lamps that are square have corresponding square lampshades, while the round lamps in the bedrooms have matching round lampshades.
- We are purchasing and/or replacing cleaning supplies for the next service period coming up in a few weeks, starting on May 2. There will be general cleaning and maintenance as well as a thorough inventory undertaken, ensuring the units are sparkling and fresh.
- We are having all carpets cleaned in-house rather than hiring an outside cleaning company. This is one area where we can save money for the Association, while still ensuring carpets are disinfected and sanitized thoroughly.
- Once we have completed all current projects, we will be considering and discussing new ideas to continuously improve the integrity of the property.

In closing, I would like to express my sincere gratitude for everyone who has shared in the belief that we would get through the challenges of the past year by working together and supporting one another. My appreciation to all the owners, the Management Company, and the Board of Directors, is heartfelt and genuine, and will not be forgotten. I would also like to commend my staff for their teamwork, dedication, and commitment to ensuring the integrity of the Resort was maintained over the past year to protect your valuable investment. Let's all look forward to a better year in 2021 and having our resort back to standing tall and proud.

With warmest aloha, Dennis Costa, General Manager

MAUI HILL AOAO GENERAL MANAGER'S REPORT

Aloha and Welcome from your General Manager and his TEAM! I cannot convey to you strongly enough how wonderful it is to have the resort bustling with activity once again, filled with happy owners and guests who have either returned to their "home away from home" or who are staying with us for the first time. My staff and I are very happy to welcome everyone back and to once again be able to provide the genuine aloha service and unparalleled vacation experience for which we are known in the industry. Please allow me to provide an update on what we've been working on over the past quarter at the beautiful Maui Hill Resort.

- We have nearly completed the painting of the entrance and storage doors, as well as replacing the door moldings, hinges, door sweeps and the striker plates. We're down to the last 20 units of this project and hope to have this completed within the next few weeks.
- The next project we'll be working on will be the kitchen doors to the small lanai in the 44 one-bedroom units. We are also replacing the door trims with vinyl and painting the front entrance of the kitchen doors on the outside; these will be color-matched to the exterior stucco.
- We will then turn to the termite tenting, starting in building L, units #127-140 for three days on April 28 through 30; followed by building I, tentatively scheduled for May 3 through 8, to be determined and confirmed shortly.
- After the tenting project is completed, we will turn to the solar installation project, starting with building L, units #127-140 and continuing from there.
- Another project we're currently working on is with Maui Irrigation & Landscaping to improve the irrigation system
 and landscaping throughout the property. They will be checking all valves and heads, ensuring they're working
 properly and replacing as needed. We're starting with 16 hours per month; I will be monitoring this project to
 ensure we see improvement.
- A project we've recently completed is the landings and pole beams on units #135-138. We are in the process now of working on the landings and pole beams by units #119-122, which should be done within the next few weeks, then moving on to units #123-126, then to units #79-82, then #23-26, and finally units #3-6. As you can see, we have a lot of work to be done on the exterior of the property with respect to replacement of deteriorated wood.
- In the meantime, we are in the final stages of refurbishing the front entrance and door locks, cleaning the locks, and restoring their luster to look like new again.
- We have repaired some cement sidewalks throughout the property.
- Walkway lights have been replaced with low voltage LED bulbs.
- Several hallway carpets throughout the property have been replaced.
- We have painted all nine of the famous and iconic Maui Hill logo whales on the property; owners and guests have commented on how fantastic this look.
- We have replaced the 2 x 6" wood in the hallways and on the landings; this is an ongoing project on an asneeded basis. In the future we will be investigating replacing this wood with TREC recycled lumber.
- We have been trimming the 9 monkey pod trees, and have replaced one coconut tree that was diseased, with a new one in the same location.
- We have been cleaning the lobby awning weekly to restore the vinyl and to keep it fresh and clean to provide a positive impression upon check-in.
- As you can see, there is a lot of ongoing work to be addressed and taken care of on the property as we continue to move forward, ensuring the integrity of property is maintained for the enjoyment of all our owners and guests.

In closing, I would like to express on behalf of the entire team here our gratitude to the owners, the Management Company, and the Board of Directors for their unwavering support and their steady belief that better days would come; it is truly appreciated and will not be forgotten. I have always said that if we stand together, we can weather any storm, and I am very grateful to my staff for their teamwork and dedication to ensuring the integrity of the Resort was maintained over the past year to protect your valuable investment. Here's to a successful 2021 where we will see the Resort fully back to her former glory and standing tall for the benefit of all.

With warm aloha, Dennis Costa, General Manager

TRADING PLACES MAUI



<u>ACTIVITIES ON MAUI</u>

Donya Izbicki, senior Concierge donya@hawaiianstyleactivities.com

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 owners that are **not** coming but are sending guests <u>in their place</u> 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

Maui Lea Time Interval Owners Association June 2021 Newsletter

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

SALES:

The Maui Lea at Maui Hill in-house resale program is a valuable part of your vacation ownership. Knowing you have trustworthy agents who specialize in your resort is incredibly beneficial.

Our inventory is ever changing, we'll be happy to forward you the availability or you may view it online at www.mauihillsales.com.

If you'd like to expand your existing ownership, or, have friends and family who wish to join our timeshare 'ohana, check out the current options. If nothing suits your particular needs, let us know and we'll be in touch once we have a match.

Alternately, if the time has come to sell, we're here to help with your transition. We know wonderful memories were created over decades of vacations and saying goodbye is often not easy. Start to finish, you can rely on our personal attention to guide you through the process.

Whether you simply want information or are ready to act, we are here to help.

MAUI LEA ASSOCIATION INTERVALS FOR SALE

A reminder that the Maui Lea Timeshare Association has a variety of weeks for resale via Lea Properties, Ltd.

Ask your agent for the list of current options or view online at www.mauilea.com under the 'For Sale' tab and click on Association Weeks. Keep an eye out for their specials!

Tom Von Rosen R (B) 1-808-879-8802 <u>mauihill@maui.net</u> Sharon Paley R (S) 1-808-276-6307 <u>Sharon@mauihillsales.com</u> Lea Properties Ltd. www.mauihillsales.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 Hawaii Document Service. They are 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:

Gerald A. Garcia, Attorney at Law Hawaii Document Service 75-5722 Kuakini Hwy., Suite 201 Kailua-Kona, HI 96740 808-331-1313; 888-628-9555 (toll free) 808-331-1393 (fax) www.HawaiiDocumentService.com

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

Wednesday, 09/15/21 – Annual Owners Meeting (Maui) 9:30 a.m. (Registration 9:00 a.m.)

Wednesday, 09/15/21 – Board Meeting (Maui) To Follow Annual Meeting

Wednesday, 01/26/22 - Board Meeting (Maui) Tentative

Maui Lea Time Share Association

Tuesday, 09/14/21 – Annual Owners Meeting (Maui) 9:30 a.m. (Registration 9:00 a.m.)

Tuesday, 09/14/21 – Board Meeting (Maui) To Follow Annual Meeting

Wednesday, 01/26/22 - Board Meeting (Maui) Tentative



QUESTIONNAIRE

This questionnaire is for informational purposes only.

Name:		
Phone:		email address:
Unit Number:	Interval Dates:	Please add me to email notices:YN
Unit Number:	Interval Dates:	
		eed the occupancy limit of your unit. ns sleeps 6 three bedrooms sleeps 8
My plans for the <u>year</u>	are as follows:	
	ets to use our time. (Only r e	egister a guest name if you will not be coming over) A
www.tpmaui.com and comple I have or will put my unit up for www.mauilea.com and comple I want assistance with my optophone:	with TRADING PLACES Noting a deposit form. or RENT with Aston Hotels eting the rental form. cions, please contact me at	MAUI, by calling (800) 345-7301, or by going online to: & Resorts, by calling (808) 879-6321, or by going online to:
		intervals available for resale. Please visit our website at w, and provide your contact information.
Please contact me at		or email