



Maui Lea Time Interval Owners Association December 2021 Newsletter

PRESIDENT'S MESSAGE – ROBERT JACALONE

I hope everyone is doing well during this holiday season. Although Covid is not totally behind us, I am looking forward to a more promising year. With the new “norm” (whatever that means) hopefully we will be able to resume our upcoming board meetings with member participation. I so miss the direct contact with our members to share in all of the board’s business and plans for the future. This coming year our January and September meetings will be held in Maui as usual. Our April meeting will be held at the Golden Nugget in Las Vegas. More details will be coming soon, and I hope to see you there.

Rosemary and I wish everyone Happy Holidays and a healthy and prosperous New Year.

Bob Jacalone

MAUI LEA TIMESHARE GENERAL MANAGER'S REPORT

Aloha and welcome from your General Manager and his team! I am pleased to report to all of you that the Maui Hill Resort continues to not only rebound but to prosper as we approach the holiday season and look ahead to the New Year. We have seen a steady increase in our occupancy, with units running at high occupancy in the timeshare program. The island of Maui is welcoming increasing numbers of travelers eager to return to our beautiful island. We are optimistic that Maui

Hill will continue to enjoy continued growth and we look ahead with confidence to 2022.

As we all move forward, we have been very busy at the resort with ongoing and new projects. Please allow me to provide an update of what we've been working on over the past few months.

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- We are happy to report that we have once again achieved Gold Crown status for 2021, a distinction that the entire team here takes great pride in achieving year after year.
- Our priority continues to be ensuring that all safety protocols and procedures are strictly followed, so the staff has been very busy keeping the units sanitized and clean.
- As mentioned in my last report, installation of the split air conditioner units has been completed in all 39 of the upper units. We are currently working on a proposal with the contractor to submit to the President of the Timeshare, Bob Jacalone, and to his fellow Board of Directors for completing the lower units sometime next year as well. This is an amenity for which we have received nothing but favorable comments, so we are confident that once completed, this project should not only provide cost savings but also be a popular and much-enjoyed upgrade.
- So far, we have completed removing the old air conditioner units in the walls of the living room and the bedrooms in 15 units, patching up the walls with Durarock and caulking to cover the holes, and then painting the walls to match the existing walls, leaving no trace of the original wall units. Having this done by in-house personnel is a huge cost savings for the Association.
- We have contracted out the cleaning of filters for the split air conditioners in the upstairs units. This will be done quarterly to ensure the systems will run productively and in an efficient manner.
- As of today's date, November 13, we are in the process of having a contractor come to re-varnish and install soft closures on the koa cabinets as well as redoing the shelving in the kitchen, under the wet bars, and also in the vanity areas in a sample unit. This will take a week to complete, and upon inspection, we will determine whether it is worth proceeding with this project in all units.
- We have just completed a service period where our priorities included a general maintenance of the units while vacant to ensure they are sparkling, fresh, and clean, as well as cleaning and polishing the shower and glass blocks in all the bathroom areas. A project we are working on now is cleaning of all dining room light fixtures and light bulbs.
- We have completed refurbishing all lanai indoor-outdoor carpets as well as lanai tables and chairs.
- These are all the projects I recommend for right now. Other projects may be less of a priority at the present time but can be considered on our wish list for the future.
- Lastly, you are welcome to come by and see Santa's arrival from North Pole on December 24 at 12:00 noon! Join us to welcome Santa Claus back to Maui Hill.

Thank you to everyone for the team effort – the Board of Directors, the Management companies, the Co-Plan Manager and Nancy Benson, Owner Services, and the owners. Our success is due to all of us working as a **TEAM**. We all look forward to a continuation of current trends for a successful and prosperous 2022.

Wishing very Happy Holidays and blessings to you and your loved ones!

With warm aloha,
Dennis Costa, General Manager

MAUI HILL AOA GENERAL MANAGER'S REPORT

Aloha and Welcome from your General Manager and his team! I am pleased to report that the resort is the way we all like it: running at high occupancy with the busy Christmas season quickly approaching. Maui continues to see a steady influx of visitors eager to return to our beautiful island. The entire team here is happy to be able to turn our vision to the future after the challenges of the past year and a half and to focus on what we do best: providing warm, welcoming, and genuine aloha service to all our valued owners and guests.

Please allow me to update you all on projects and maintenance we have undertaken at the property over the past few months:

- Hip hip hooray! The termite tenting is now complete with all twelve buildings done on schedule and with as minimal disruption as possible. At times it was necessary to relocate owners whose units were affected by the tenting and place them in other units, so we would like to thank all the owners who helped make this project a success. Many thanks also to Nancy Benson for her support in relocating owners and guests in the timeshare program during this process. Also thank you to the AOA Board President, Richard Endean, and his fellow Board

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members to have the foresight to undertake this project.

- The solar installation project continues to run concurrently with the roof repairs. Both the repairs and the installation have been completed in Building L, units #127-140, Building I, units #91-102, and building H, units #79-90. We will next be starting on building G, units #67-78, and building K, units #115-126. The roofing company has brought in additional roofers to speed up this process, as the investor would like the upper end of the property completed by December 31. Our next challenge will be the completion of buildings in the lower half of the property, as this will be undertaken during the busiest time of the year; we will need to be creative to minimize the inconvenience to all during the peak season.
- In the near future, we will be turning on the combined system between Maui Electric and Rising Sun in building L, whereby individual meters will be removed and replaced with a combined meter system. The combined meters should be completed by December 31 for the balance of the upper buildings. We will of course be monitoring the impact of this project in terms of electricity costs, but we are hopeful that there will be great cost savings for Maui Hill going forward.
- Just a reminder that it would be a good idea, and also timely with the solar company currently on site, to consider installing EV charging stations throughout the property. More and more automobile companies are investing into electric cars with the increase in consumer demand for these vehicles, so we would do well to be proactive in this regard.
- The pool deck and pool tiles have recently been power washed as part of our maintenance contract to have this done every three months and re-sealed every six months.
- We have completed the painting of the exterior of the kitchen doors of all 44 one-bedroom units and replaced the threshold moldings and hinges.
- We continue to have Maui Irrigation & Landscaping attend for two days every week to ensure the irrigation system is working properly to get the maximum use of our system. We have the bottom half of the property under control and have noticed a huge improvement; we are now working on the upper half of the property. In order to further improve the looks of the landscaping, we have applied both fertilizer and granules to eliminate the worms and unwanted bugs that cause the deterioration of the lawn.
- We have just trimmed the Washingtonian and the coconut palm trees. On November 29, Climbing High Tree Trimming Company will be here on site to trim the rubber tree across from the office and to install the Christmas lights. This year we will have white lights instead of colored lights on the star on the top of the tree to have it stand out. We will also be decorating the lobby to make it very festive for the holiday season.
- A project we're continuing with is the replacement of deteriorated wood on the landings and pole beams. We have completed Building J, and we are now working on Building H, units #79-82. We have received all eighteen 8 x 8 20' beams we had ordered to complete this project over the next year. Note: we ordered the lumber now as we received a good deal by comparing two different vendors, and to secure quoted prices before costs increase due to fires on the mainland, thereby ensuring savings for the Association.
- We have replaced the hallway carpets throughout the buildings. We have also painted hallway landings and steps on building D, units #35-44.
- Lastly, you are welcome to come by and see Santa's arrival from the North Pole on December 24 at 12:00 noon! Join us in welcoming Santa back to Maui Hill.

In closing, let's all look to the future with optimism for a continuation of our current upward trend for a prosperous New Year. The entire team here is looking forward to seeing you all, our Maui Hill Ohana, in 2022 and welcoming you back to your home away from home.

Wishing you all a safe and blessed holiday season.

With warm aloha,
Dennis Costa, General Manager

ANNUAL OWNERS MEETING SUMMARY INCLUDING ELECTION RESULTS

Congratulations to Paul DiMarchi and Loren Knott 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 2021 are as follows:

1BR = \$161.69
2BR = \$175.17
3BR = \$220.49

TRADING PLACES MAUI

HAWAII'S PREMIER TIMESHARE EXCHANGE COMPANY



- Personalized customer service
- Receive top priority on internal exchange requests
- Specializing in Hawaii and West Coast destinations
- No Mandatory Membership
- Optional Hawaii Membership program
- Rewards program for early depositors
- Your guest is our guest at no additional costs.

Call us today! 1-800-345-7301

**Call us today, or visit
tpmaui.com**



ACTIVITIES ON MAUI

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.

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

SALES:

Onsite Resale Program

As your onsite specialists in timeshare resales, we pride ourselves in providing customer experiences that are tailored to your individual preferences. You can trust that we will listen to your needs and guide you through your transaction from beginning to end.

Here are some frequently asked questions about the in-house resale program.

How are sales going?

Great! As of writing, so far for 2021, we have sold 60 intervals, with 18 currently in escrow. We are on track to exceed 2019 pre-pandemic intervals sold and demand is both steady and consistent.

What is my week worth?

Due to the variety of factors that determine value, please contact us and we will provide you with comparable sales for your unit and timeframe.

Are prices matching the increase in the residential real-estate market?

Our resale prices remain steady with no parallel up-tick in value, as seen in the Maui residential market.

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How long will it take to sell my week?

Due to multiple variables, we are unable to predict how long it will take to bring you a buyer. However, if you own a center courtyard, ocean view week, January-March, there is always demand!

Why are there so many weeks for sale?

This is all about perspective! As of writing, we have just 115 intervals for sale (Owner and Association listings). We have 3,800 owners, so just a small fraction are available to purchase.

I'm wanting additional time, but there's nothing for sale that meets my needs.

No problem! Let us know your criteria and we'll advise when we take in a listing that's a match.

How do I make an offer?

Once you've found a week you'd like to buy, contact us and we'll provide all the details for your offer. You may also place an offer online at www.mauihillsales.com and we will contact you before moving forward.

Let our experience make your transactions simple, we are here when you're ready to get started.

Tom Von Rosen R (B) 1-808-879-8802. mauihill@maui.net
Sharon Paley R (S) 1-808-276-6307. Sharon@mauihillsales.com
www.mauihillsales.com
Lea Properties, Ltd.

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 mauihill@maui.net
Sharon Paley R (S) 1-808-276-6307 Sharon@mauihillsales.com
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

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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

Tuesday, 11/30/21 Board Meeting Conference Call
9:00 a.m. (HST.)

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

Wednesday, 04/20/22 – Board Meeting (Las Vegas)
9:00 a.m.

Wednesday, 09/21/22 Annual Meeting (Maui) 9:30 a.m.
(Registration 9:00 a.m.)

Maui Lea Time Share Association

Wednesday, 12/01/21 Board Meeting Conference Call
9:00 a.m. (HST)

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

Thursday, 04/21/22 Board Meeting (Las Vegas)
9:00 a.m.

Tuesday, 09/20/22 Annual Meeting (Maui) 9:30 a.m.
(Registration 9:00 a.m.)



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 online 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 online 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 _____