

## 2024 President's Report- Gary Sullivan

Aloha and welcome to all the Kuleana Club Owners!

Needless to say, this past year has been challenging for the Island of Maui, its residents and the future direction of the continuing recovery from the devastating fires in early August.

(Please refer to Thom Rogers General Manager report for detailed information about the impact of the fires.)

We all support those who were affected by this tragedy and are particularly grateful to Thom and Emily Rogers, Jonathan, and the Kuleana Club and AOA staff who kept things going during this uncertain time. The dedicated management and staff at The Kuleana, will continue to service the conders of owners and provide the best possible experience while on Maui.

The Board of Directors realizes that the interiors of the units are in need of fixtures and furniture upgrades. We have been working with designers and suppliers and are confident that these improvements will be completed this fall.

The AOA has settled all shoreline litigation concerns. The AOA has hired new landscape personnel, helping to maintain our unique setting. There are ongoing AOA maintenance issues that are addressed as needed and is expected in a property that is almost 50 years old.

As always, your Board of Directors thanks you for your continued support.

Welcome back!

Gary Sullivan  
Board President

## Internal Exchange Program

For those owners who are using a third-party exchange company to trade your week to a different week at the Kuleana Club, we have a new money saving program just for you. The Board has recently approved the allowance of internal exchanges. You can now request to exchange your week for a different week at the Kuleana Club for any given year by completing the **Internal Exchange Request Form** located in the "owners only" section of the kuleanaclub.com website or **[kuleanaclub.com/internalexchange](http://kuleanaclub.com/internalexchange)**. The internal exchange fee is \$100/interval plus any additional condo type/seasonality upgrade fees. Approval of the request cannot be guaranteed and is at the sole discretion of the Kuleana Club Association and VRI.

## Owner Guest Authorization Form

In order to provide an enjoyable vacation experience for our owners' guests, moving forward the Kuleana Club/VRI will require a form to be submitted for any and all owner guests checking into an owner's interval. This form can be accessed in the "owners only" section of the website or by visiting **[kuleanaclub.com/guests](http://kuleanaclub.com/guests)**. Failure to complete this form in its entirety 48 hours before arrival may result in the denial of guest access to an owner's condo. Questions about the form can be directed to the front desk at 808-669-2002 or **[frontdesk@kuleanaclub.com](mailto:frontdesk@kuleanaclub.com)**.

## Owner Room Change Request Form

In order to be considered, all requests for owners to change rooms to a different condo than they own will need to be submitted via the **Owner Room Change Request Form** located in the "owners only" section of the website or **[kuleanaclub.com/requests](http://kuleanaclub.com/requests)**. Approval of the request cannot be guaranteed and is at the sole discretion of the Kuleana Club Association and VRI. Additional fees may apply.

## 2024 KCAIO Annual Meeting Notice

The annual meeting of the Kuleana Club Association of Interval Owners is scheduled for Tuesday, March 26, 2024. The meeting will be held on site at the Kuleana Club in Maui. Any owner in good standing interested in serving as a Board member may submit a resume along with a letter of interest and the conflict-of-interest form to the Board by sending an email to attention: **[Jessica.Richens@vriamericas.com](mailto:Jessica.Richens@vriamericas.com)**.

As outlined in the bylaws of the KCAIO, resumes may not exceed 250 words and must be submitted to the managing agent before the deadline in order to appear on the proxy/ballot. The deadline is February 20, 2024.

**Kuleanaclub.com**  
**“Owners Only” Password: thehonulife**

**Manager’s Report**

Dear Valued Owners,

As we reflect on the challenges that the past year brought, we want to express our heartfelt gratitude for your continued support and understanding. The Maui wildfires brought unprecedented difficulties to our community, affecting not only our beautiful island but also the lives of many individuals, including our dedicated team at the Kuleana Club.

**Facing Adversity: A Tough Year for Maui**

The Maui wildfires presented a significant challenge, and we want to acknowledge the resilience of our employees and contractors who faced personal losses. Many of them lost their homes and are still navigating through the aftermath of the fires. In times of adversity, the strength of our community shines through, and we stand together in supporting one another.

**Owners Losses**

Owners were unable to use their weeks from August 11th through October 19<sup>th</sup> and were unable to recuperate their maintenance fees. We recognize that the wildfires disrupted many of your plans resulting in significant financial strain, and we understand the inconvenience caused by the unavailability of your timeshare weeks. We sincerely appreciate your patience and understanding during this challenging period.

**Providing Shelter and Support**

In the spirit of 'ohana (family), we took immediate action to assist those affected by the wildfires. Proudly, we were able to offer temporary housing to 12 displaced families for a period of up to two months. This initiative aimed not only to provide a roof over their heads but also to offer a sense of stability during a challenging time. Your continued patronage enabled us to contribute meaningfully to the well-being of our community.

**A Renewed Vision: Refurbishment Project Underway**

Amidst these challenges, we are excited to share a glimpse of hope for the future. Our team is diligently working on a refurbishment project that promises to enhance your vacation ownership experience. We are committed to creating a rejuvenated and inviting space for you to enjoy. We anticipate the completion of this project by the end of fall, as we look forward to welcoming you to an upgraded and refreshed environment.

As Lahaina faces the aftermath of the wildfires, we acknowledge that it will take some time for our beloved town to heal. The strength and resilience of the Lahaina community, along with your continued support, will play a crucial role in the recovery process. We remain committed to supporting local initiatives and contributing to the restoration of Lahaina's vibrant spirit.

Your support and understanding have been instrumental in navigating through the difficulties of the past year. We are grateful for the sense of community that binds us together and for the opportunity to serve you better. As we move forward, we remain dedicated to providing you with memorable and enriching experiences at the Kuleana Club.

Mahalo nui loa for being a part of our 'ohana.

Warm regards,  
Thom Rogers, General Manager

**KULEANA CLUB ASSOCIATION OF INTERVAL OWNERS  
OPERATING BUDGET FOR THE YEAR ENDING DECEMBER 31,  
2024**

**REVENUES**

Assessments	\$1,363,951
Other income	304,750
<b>TOTAL REVENUES</b>	<b>1,668,701</b>

**EXPENSES**

Operating expenses	
Salaries and wages (Includes: Managing team & Housekeeping)	211,480
Payroll taxes/benefits	45,910
Electricity	57,000
Telephone - association	7,000
Condo supplies	19,500
Condo accessories	15,000
Linen expense	15,750
Laundry	72,200
Maintenance supplies	25,000
Deep cleaning	30,552
Housekeeping Service	207,000
Hospitality	3,000
Total operating expenses	709,392
Administrative/General	
Insurance	20,270
Property taxes	44,594
Corporate tax	12,687
G.E tax	54,390
AOAO fees	306,000
Audit expense	4,250
Office expense	11,184
Newsletter	1,600
Office rent	9,375
Bank charges	24,000
Management fee	126,889
Directors/meeting expense	18,000
Legal & filing fees	8,000
Bad debt expense	199,326
Total Administrative/General	840,565
Replacements (reserves)	118,744
<b>TOTAL EXPENSES</b>	<b>\$1,668,701</b>

**ANNUAL ASSESSMENTS PER VACATION PLAN:**

	<b>OPERATING TOTAL</b>	+	<b>REPLACEMENTS</b>	=	
<b>Small Units</b>	<b>\$779</b>		<b>+ \$74</b>	<b>=</b>	<b>\$853</b>
<b>Large Units</b>	<b>\$879</b>		<b>+ \$80</b>	<b>=</b>	<b>\$959</b>

**KULEANA CLUB ASSOCIATION OF INTERVAL OWNERS  
ASSESSMENT BILLING AND COLLECTION POLICY**

The following is the Assessment Billing and Collection policy for the Kuleana Club Association of Interval Owners as adopted by the Board of Directors on July 3, 2023.

**OCTOBER 1<sup>st</sup>**

You will be mailed the Budget, ABC Policy and Assessment Notice for the next year's assessment. **NOTE: THE ENTIRE YEAR'S ASSESSMENTS MUST BE PAID IN FULL PRIOR TO SUBMITTING OR USING ANY USE WEEK FOR EXCHANGE PURPOSES OR DEPOSITING YOUR WEEK IN THE RENTAL PROGRAM.**

**JANUARY 1<sup>st</sup>**

Due date for the full amount if paying annually, or due date for the first of four (4) quarterly payments. Payments are considered late if not received by January 15<sup>th</sup>.

**Quarterly Payment Option**

The quarterly option is available to those owners who have a history of paying maintenance and property tax assessments when due. If you have a history of paying late, this option may not be available to you.

You may pay the assessment in full or in four (4) equal quarterly installments. If you choose to pay quarterly, a \$20.00 fee for additional payment processing is added to the first installment payment and this \$20.00 processing fee must be paid with the first installment payment to be eligible for this option. Once you choose this option, the \$20.00 is non refundable should you later choose to pay the entire maintenance fee balance.

To calculate the quarterly payment amount divide the total annual assessment by four (4). This is your quarterly payment amount. Remember to add the \$20.00 processing fee to the first month's payment. Each of the remaining three (3) quarterly payments is due by the first day of, **April 2024, July 2024 and October 2024.**

**FEBRUARY 1<sup>st</sup>**

If you have not paid your assessments, your account is delinquent.

If you are delinquent, the following charges are added to all delinquent owner accounts:

- a. A Reinstatement Fee of \$75.00
- b. Maximum Interest allowed by law per month beginning March 1<sup>st</sup>
- c. An exchange, deposit, or confirmation cancellation fee of \$50.00

If you are delinquent, your reservations are cancelled and you may not hold a reservation until your account is brought current. Exchange requests will not be confirmed. Existing confirmed exchanges will be blocked. There is no guarantee that you will receive a reservation or confirmed exchange after you have brought your account current.

You will be mailed a final Assessment Billing Notice, including all penalties, fees and interest. You must pay all charges in full to have your occupancy and voting rights reinstated. Use Weeks resulting from delinquencies are available for Bonus Time, Vacation Tyme, and the Administrative Hold Program. Net proceeds are used to offset collection costs, assessment liens, foreclosures, and shortfalls in the HOA operating account.

**MARCH 1<sup>st</sup>**

Management will send a notice detailing all charges and fees that will be added if the delinquent account is not paid in full in 15 days and is submitted for legal and/or collection action.

**APRIL 1<sup>st</sup>**

The Board of Directors may, at its discretion, implement any of the following actions. Any related costs for these actions will be added to the delinquent owner's account.

- a. Engage professional collection agencies to collect payment
- b. Pre-Notification of Lien & Record a Claim of Assessment Lien (\$50 charge to delinquent owners account)
- c. Foreclose on the Claim of Assessment Lien
- d. Institute a Small Claims suit or other legal action

NOTE: A \$25.00 charge will be added to your account for any payment that is not honored (bad check, insufficient funds, etc.). If the first payment is not honored for any reason subsequent payment including applicable late fees must be by secured funds (cash, money order, cashier's check).

## **2024 Association Meeting Dates**

March 25, 2024 – Board Meeting  
March 26, 2024 – Annual Owners Meeting  
July 8, 2024 – Budget Meeting  
November 11, 2024 – Board Meeting

If you have a question or suggestion to bring before the KCAIO Board of Directors, please forward the information to VRI Americas at the Salt Lake City, Utah office and it will be presented to the Board.  
Send it to [Jessica.Richens@vriamericas.com](mailto:Jessica.Richens@vriamericas.com).

## **KCAIO Board Members**

Gary Sullivan – President  
Al Jones – Vice President  
Blake VanKampen – Secretary/ Treasurer  
Dustin Schmitt – Director  
Keith Campbell – Director

With your continued support and the dedication of current and future Board members, we are committed to maintain a high value of timeshare vacation experience at the Kuleana Club.

Kuleana Club Association of Interval Owners  
C/O: VRI Americas  
P.O. Box 70219  
Salt Lake City, UT 84170-0219