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Laughter is an instant vacation.

~Milton Berle

From the Manager's Desk

The leaves are falling, the temperatures are colder, and the days are getting shorter. All signs that the tourist area will begin its more restful season; however, Harbor Ridge continues to hustle and bustle into the holiday season.

The annual meeting is just around the corner on Saturday, December 5. We encourage owners to attend the meeting, so you get a detailed description of the expenses and what updates are planned for the upcoming year. We are excited to announce there was no increase in the base maintenance fee of \$407. The budget includes purchasing appliances as needed, purchasing a new plow truck, replacing mattresses, replacing rugs in various units, and replacing some master bedroom deck storm doors.

Owner getaway rates are available for the weekend of the annual meeting and throughout the winter for \$95.00 for one night and \$125.00 for two nights. Reservations can be made less than seven days in advance.

The carpet on the lower level of the clubhouse was replaced late this spring. What a challenge moving the pool table and fitness equipment, but the finished result made it worth its while.

Up to three buildings will be closed down during the slow winter weeks to conserve on fuel and utility costs. This means that owners may not be staying in their own units. Owners will be assigned a comparable unit to the one they own. We appreciate your understanding in this matter.

Since it proved so helpful to owners, the association is again providing owners the option to pay their 2010 maintenance fee in three payments. The full amount is still due by January 1 and July 1. The suggested payment amounts are \$150, \$150, and then the remaining balance. Any balances not paid by January 1 and July 1 will be subject to the \$50 late fee and

additional interest. Should other payment arrangements be needed, owners must contact us prior to January 1 or July 1 to avoid late charges accruing.

Maintenance fees must be paid prior to occupancy and prior to depositing their week with Interval International. Should you want to deposit your week in advance, please contact the resort for an estimated payment amount. A deposit is on hold with II for 10 days. If the 10-day hold period expires, it is the owner's responsibility to redeposit the week.

Owners should contact the resort when they move, as the resort staff is unable to waive late fees due to an incorrect address on file. The resort also requests that owners notify them of changes to phone numbers. These numbers are used for regular deposit, vacation date, and payment reminders, and unit changes due to maintenance issues. We do not sell our mailing and phone list to outside agencies.

Should you desire to add to your ownership, the homeowners association has some great values to purchase additional flex time. Please call and speak with a Front Desk employee if you are interested.

Not interested in additional ownership, but you need an extra vacation week? You may purchase a bonus week for a steal at \$329.00, plus exchange fees. Merely contact the front desk staff to have an additional week deposited into your Interval International account.

Two owners recently called the resort and suggested that we notify owners to be aware of possible scams operating under the names of MGM/Universal Timeshare and TWA Resales. A rule of thumb to follow with resale companies: if they tell you that your winter week can be sold for \$18,000—\$24,000, stay away. Also, you should check with ARDA to see if they are members.

Have a happy fall!

Interval International News

Today, more than ever, vacation owners are seeking meaningful and effective vacation planning tools. Since its launch in the 2003 edition of the Resort Directory, Interval's Travel Demand Index (TDI) has addressed this need by providing market seasonality data that depicts inbound leisure travel demand, to help members determine when the best opportunities for travel are likely to be available.

Interval International will be eliminating the color system with this year's directory. It is important to note that member trading power will not be affected by the elimination of color codes. Interval has long been recognized as the industry leader in providing high-quality vacation exchange opportunities. In large part, this is due to Interval's sophisticated method of making comparable exchanges based on unit and resort attributes such as unit type, sleeping capacity, kitchen facilities, resort amenities, and quality, as well as supply and demand factors. This process will remain unchanged.

Interval will be introducing a new rating system on IntervalWorld.com, which will allow members to view how resorts that they are considering for an exchange or Getaway vacation are evaluated by other Interval members. We are unsure of the launch of this new planning tool. Interval will keep us posted.

Short Stay Exchange

Can't take a seven-day vacation? Want to exchange for just a weekend? No problem! With this exclusive Interval Gold® program, the ShortStay Exchange is a benefit that allows members to exchange one week of accommodations for two vacations of 2- to 6-night stays. Now you may be able to enjoy vacation breaks that fit your schedule.

The applicable online domestic exchange fee will apply regardless of the number of nights selected. An exchange fee is required for each confirmed ShortStay Exchange.

The majority of ShortStay Exchange inventory will be available within 30 days of check-in; however, every so often, there may be inventory available up to one year in advance of occupancy. Inventory is always changing, so please check back often.

ShortStay Exchanges can only be booked online at IntervalWorld.com. Simple instructions are provided to

guide you through the entire process. Your first step will be to deposit a unit week from your Home Resort, or to select an existing deposit to redeem. Next, select a destination and the number of nights you'd like to travel (2 nights minimum; 6 nights maximum). Your search will bring up a selection of available resorts from which you can instantly select and confirm a ShortStay Exchange. You'll receive a confirmation number after submitting your payment details.

The other half of your Home Resort week will remain on deposit and available in your account for another ShortStay Exchange vacation. The expiration date of the original deposit applies to the remaining portion of the deposit. Deposit extensions are not available in the ShortStay Exchange Program.

Pending requests cannot be accepted for ShortStay Exchange, as it is designed to provide instant confirmations, and therefore temporary holds cannot be honored.

Unfortunately, Resort Accommodations Certificates/Bonus Weeks may not be redeemed for ShortStay Exchanges.

The minimum number of nights a resort is available depends on the resort you select and the check-in date requested.

All ShortStay Exchange confirmations are final transactions and non-refundable. Members can purchase a guest certificate for friends and/or family, so they can utilize the week in the unfortunate event you cannot travel. Travel insurance can be purchased and is recommended for ShortStay Exchanges. If you need to cancel a reservation, contact 1.866.627.4310 in the U.S.

Best Price Guarantee

With Interval's Best Price Guarantee for US and Canadian residents, there's no need to shop around for a better rate on Getaways. In fact, if you find a lower price for the same unit size and resort, same sleeping capacity, same kitchen types, during the same time period you reserved, Interval will refund you the difference. **GUARANTEED!**

If you see a lower price for your Getaway accommodations, simply download a claim form at [/pdf/iw/best_price_guarantee_claim_form.pdf](#), complete it, and send the documentation to us within one week of the getaway confirmation. Interval will review your claim, and once approved, you'll receive your refund.

2010 Budget**Income:**

Bonus Week Income	\$ 4,277.00
Gift Shop	10,500.00
HR Rental	17,350.00
HR Rental Commission	14,500.00
HR Resale Commission	7,500.00
Interest	1,500.00
Internet	5,000.00
Late Fees	17,000.00
Legal Fees	6,750.00
Maintenance Fees (2040 weeks @ \$407)	830,280.00
Miscellaneous Income	400.00
Owner Charges	1,750.00
Phone Revenue	225.00
Property Tax Revenue	77,239.40
Rental Income—Long Term	3,200.00
Sale of Used Property	400.00
Vending Machine Revenue	<u>1,200.00</u>

Total Income**\$999,071.40****Expenses**

Advertising	\$ 525.00
Automobile—Fuel, Reg, Repairs	3,225.00
Bad Debt Expense	10,000.00
Bank Charges	9,855.00
Computer	1,175.00
Contracts	28,445.00
Contributions	100.00
Dues, Fees, Licenses, Permits	605.00
Employee Expenses	1,600.00
Gift Shop	8,500.00
Insurances	82,643.40
Miscellaneous	200.00
Owner Expenses	9,200.00
Payroll Expenses	427,193.00
Professional Fees	4,625.00
Property Tax Expense	77,239.40
Property Tax Interest Expense	0.00
Registry Expense	1,825.00
Reserves ¹	58,119.60
Repairs and Supplies	50,900.00
Seminars and Training	1,275.00
Supplies—Housekeeping	19,500.00
Supplies—Office	7,750.00
Supplies—Townhouses	52,107.00
Utilities	<u>142,464.00</u>

Total Expenses**\$999,071.40**

¹Seven percent of the assessment total is set aside in a reserve account for maintenance, repair and replacement on a periodic basis of common elements, limited common elements and limited common property for which the Association is responsible and to cover deductible amounts for any insurance policies maintained by the Association.

**Harbor Ridge Condominium Association
Special Meeting Agenda
December 5, 2009—10:00 a.m.**

1. Call to Order
2. Roll Call of Officers
3. Election of Officers
4. Consideration of ratification of proposed annual budget
5. Transaction of such business as may properly come before the meeting
6. Adjournment

NOTE: The budget has been prepared based upon what Harbor Ridge believes to be the best current estimates of future costs currently available, such as current and past operation and maintenance costs of the property or of similar properties. In preparing the budget, Harbor Ridge has assumed that all the units will be occupied during the one-year period which the budget covers and that there will be a nominal inflation rate. These estimates are not intended, nor should they be considered, as guarantees or warranties of any kind whatsoever.

Please Return Your Proxy!

It is vital to the association to have these proxies returned with your vote for the budget and the open positions on the Board of Directors. So, please mail in your proxy by December 1 so it arrives at the office prior to the meeting.

**EVERY YEAR OWNERSHIP
ANNUAL ASSESSMENT**

WEEKS	2010 MF	2010 TAX	ARDA-ROC	TOTAL
1-6	407.00	21.48	3.00	431.48
7-17	407.00	27.75	3.00	437.75
18-42	407.00	46.54	3.00	456.54
43-47	407.00	27.75	3.00	437.75
48-50	407.00	21.48	3.00	431.48
51-52	407.00	46.54	3.00	456.54

ALTERNATE YEAR OWNERSHIP

1-6	407.00	28.64	3.00	438.64
7-17	407.00	30.43	3.00	440.43
18-42	407.00	48.33	3.00	458.33
43-47	407.00	30.43	3.00	440.43
48-50	407.00	28.64	3.00	438.64
51-52	407.00	48.33	3.00	458.33

BIOGRAPHIES OF PROSPECTIVE BOARD MEMBERS

Janet Franz has been a Week 16 owner at Harbor Ridge since September 1992, and her family enjoys their time-share each year at Harbor Ridge. She has served on the Harbor Ridge Board of Directors for the past five years.

Jan earned her Associate Degree in Business Management from the University of Maine, and then received her Bachelors Degree from Husson College. Jan is an accountant for the Penobscot Valley Federal Credit Union, and she assists with her husband's property maintenance business. Jan has served as the financial secretary for the Redeemer Lutheran Church, and she has done volunteer income taxes through the VITA program.

Jan resides in Bangor with her husband of 36 years. They have three children and will soon be grandparents for the first time this year.

Donovan G. Lajoie owns Unit 37 during Week 31. He holds a BS Degree in Business Administration and a Master's in Public Administration. He has extensive training in Facilities Engineering and Environmental Management, and he has been a Registered Professional Engineer since 1978.

His military education includes the following: Army OCS, Army Medical Service Corps Officer Courses, Army Offi-

cer Rotary Wing Aviator Course, Command & General Staff College, and Army War College. He retired from the military in 2000.

Donovan's civilian employment included being a Civil Engineer for MDOT and a Director of Facilities Engineering at the Maine Army National Guard until his retirement in 2006. He presently is the Executive Coordinator of the Facilities Engineering Advisory Council, which is an advisory council to the National Guard Bureau.

Colonel Lajoie and his wife Susan, an educator, reside in Augusta, Maine.

Tim Letourneau has been an owner of Week 24 at Harbor Ridge since 1993, and he is seeking his fourth five-year term on the Harbor Ridge Condominium Board of Directors. During the past years, Tim has held the offices of president and treasurer of the Board. He has been extremely active with resolving property tax issues and building maintenance problems.

Tim is a retired drafting instructor and now owns Canoe City Appliance Center in Bradley, along with several apartment buildings. Tim and his wife, Joan, reside in Old Town.



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