



# **Banyan Harbor**

TIMESHARE ASSOCIATION

## **ANNUAL HOMEOWNER'S MEETING**

FEBRUARY 22, 2020



Banyan Harbor is a condominium Resort community of residents, vacation renters and timeshare owners. Banyan Harbor maintains a high standard of conduct and promotes the safety and welfare of all entities of our Resort community.

Banyan Harbor will demonstrate fiscal responsibility, be well-managed and well-maintained. We will be guided by the "Aloha Spirit" attending to the interests of our Resort "Ohana".

**Presented and Managed by  
OLS Hotels and Resorts**

# BANYAN HARBOR TIMESHARE ASSOCIATION

## ANNUAL MEETING

*Kauai Marriott*

**Saturday, February 22, 2020**

*Registration – 8:30 am*

*Annual Meeting: 9:00 am*

## AGENDA

1. **Call to Order and Roll Call**
2. **Proof of Notice & Quorum**
3. **Approval of Minutes**
  - a. Annual Meeting, February 23, 2019
4. **Management Reports**
  - a. President's Report
  - b. Treasurer's Report
  - c. Manager's Report
  - d. Budget 2020
5. **Election**
  - a. Nominations
  - b. Election of Inspectors
  - c. Introduction of Candidates
  - d. Election and Election Results
6. **Old Business**
7. **New Business**
  - a. Audit 2018
  - b. Roll Over Resolution for 2020
  - c. Other New Business
8. **Next Annual Meeting**
9. **Adjournment**

# BANYAN HARBOR TIMESHARE ASSOCIATION

UN-ADOPTED MEETING MINUTES

DATE February 23, 2019

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**BANYAN HARBOR TIMESHARE ASSOCIATION  
ANNUAL HOMEOWNER'S MEETING  
Saturday February 23, 2019  
KAUAI MARRIOTT**

**1. CALL TO ORDER AND ROLL CALL**

President Wyman called the meeting to order at 9:00am

**Board Members Present**

Stephanie Wyman, President  
Deborah Coburn Rice, Secretary  
Linda Garcia, Director

Jill Briley Vice-President  
Michael Conner, Treasurer

**OLS Hotels & Resorts**

Rick Ball, Vice-President, OLS Hotels & Resorts  
Lyle M. Otsuka, General Manager, Banyan Harbor  
Heather Braun, Accounting / HR Manager, Banyan Harbor  
Tore Wistrom, Consultant, OLS Hotels & Resorts  
Kearn Sukisaki, Registrar, Banyan Harbor  
Krystle Melchor, Assistant Registrar, Banyan Harbor

Owners in attendance are recorded in the Official Registrars Log

**2. PROOF OF NOTICE & QUORUM**

Lyle Otsuka reported that notice was mailed to all homeowners on December 5, 2018 and again January 8, 2019 and posted on January 23, 2019. Quorum was established with:

**Quorum Results**

Intervals represented by proxy	506.0
Intervals represented in person	5.0
<b>Total intervals represented</b>	<b>511.0</b>

Representation of 255 intervals is required for quorum (15%). We do have a quorum.

**3. APPROVAL OF MINUTES**

- a. **Annual Meeting February 24, 2018** – Stephanie asked for any corrections to the minutes. Hearing none, the minutes were approved as presented.

<b>MOTION:</b>	<b><i>To accept the minutes as distributed</i></b>
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**MOVED BY:** Jill Briley, Second: Linda Garcia  
**VOTE:** Unanimous  
**RESULT:** **PASSED**

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## 4. MANAGEMENT REPORTS

- a. **President's Report** – President Wyman welcomed and thanked owners for attending their Annual owners meeting. She also thanked the Board of Directors, Banyan Harbor Staff and OLS Hotels & Resorts Management team. She then recapped the positives over the past year such as De-annexation program and the good overall RCI comments.
- b. **Treasurer's Report** – Michael Conner referred to Rick Ball Vice President of OLS Hotels & Resorts, for the year end 2018 financial report. Rick reviewed the financial results through December 31, 2018. Revenues year-to-date are slightly ahead of budget by \$1,303 due to more amenity and late fee income. Payroll and payroll taxes and other payroll expenses are slightly unfavorable to budget by \$1,864, and operating expenses are also unfavorable to budget by \$13,671 mainly due to property insurance increase. Through December 31, 2018, net earnings are \$4,699 and \$4,702 unfavorable to budget. Rick mentioned the year-end negative balance will be booked against equity on the balance sheet.

Rick then reviewed the reserve study and noted the key projects for 2019. We continue to monitor capital projects on a quarterly basis. Purchases are scheduled as needed to ensure we maintain the furnishings, fixtures and equipment of our units. The 20-year Reserve Study, which is reviewed by the Board quarterly, continues to serve as a good tool to compare funding to anticipated future project expenses.

- a. **Manager's Report** – Lyle extended a warm Aloha and Mahalo to all. He noted that our scores remain high in both OLS and RCI guest comment reports. He also updated owners on the lobby improvements and the positive feedback received from guests. Lyle then recapped 2019 highlights, then referred to his submitted written report.

5. **Budget 2019** – Rick reviewed the 2019 budget, approved by the Board of Directors at the November 14, 2018 Board Meeting, which is also included in owner handouts at the door and mailed to owners with the January 2019 proxy mailing. Lyle asked owners turn to page 10 of the hand out, for the maintenance fee comparison, which reflects that Banyan Harbor continues to have one of Kauai's most reasonable maintenance fees, for similar type projects. Rick also mentioned, the annual meeting handout with maintenance fee survey and other useful information is also on the Banyan Harbor owner website.

## 6. ELECTION

- a. **Nominations** – President Wyman reported that two Board positions are available. Stephanie read the names of each of the 3 candidates, who submitted their names for the available Board positions.

<b>MOTION:</b>	<i>Move to accept the slate of candidates for nomination Deborah Coburn Rice, Michael Conner and Sherrill Hancock.</i>
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**MOVED BY:** Larry Rush, Second: Michelle Young  
**VOTE:** Unanimous  
**RESULT:** PASSED

Stephanie then asked (3 times, as required by State statutes) if there were any nominations from the floor. Hearing none the following motion was made:

<b>MOTION:</b>	<i>Move to close nominations.</i>
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**MOVED BY:** Linda Garcia, second: Larry Rush  
**VOTE:** Unanimous  
**RESULT:** PASSED

# BANYAN HARBOR TIMESHARE ASSOCIATION

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- a. **Election of Inspectors** – President Wyman asked for 2 volunteers to be inspectors. Ken Wyman and Michelle Young volunteered and were then appointed.
- b. **Introduction of Candidates** - Each candidate present then introduced themselves and expressed their gratitude for the opportunity to serve the Association.
- b. **Election & Election Results** –

A recess was taken so that votes could be cast and counted.

Recess: 9:15 am  
Reconvened: 9:40 am

The election results were as follows:

CANDIDATE	VOTES (Intervals)
Coburn Rice, Deborah	444.60
Conner, Michael	419.99
Hancock, Sherrill	11.98

Deborah Coburn Rice and Michael Conner were elected to two (2) year terms

## 7. OLD BUSINESS

President Wyman asked the attending owners if there was any old business that required discussion. Hearing none, she moved to the next agenda item.

## 8. NEW BUSINESS

- a. **Audit 2017** – President Wyman reported that the auditor’s report was reviewed and unanimously accepted by the Board at their November 14, 2018 meeting. The auditor gave the Association a “clean bill of health” and offered no recommendations or corrections to the accounting practices currently in use. Copies were made available at the registration desk and will be posted on the owner’s website.
- b. **Roll Over Resolution for 2019** – Michael Conner made the following motion to ensure the Association non-profit status is protected, and that tax requirements were properly addressed.

<b>MOTION:</b>	<i>I hereby move that the Banyan Harbor Time Share Owner’s Association direct the amount by which the member’s assessments in fiscal year 2019 exceed the total expenses of the Association for the purpose of managing, operating, maintaining and replacement of the Association’s property be applied to the fiscal year 2020 operating and/or reserve account.</i>
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**MOVED BY:** Michael Conner, Second: Jill Briley  
**VOTE:** Unanimous  
**RESULT:** **PASSED**

- c. **Other New Business** – There was brief discussion on extending Board terms from 2 years to 3 years, however Bylaws mandate 2 years. There being no further new business President Wyman moved to the next agenda item.

# BANYAN HARBOR TIMESHARE ASSOCIATION

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## 2. NEXT ANNUAL MEETING

President Wyman announced the 2020 Annual Timeshare Owners Meeting is confirmed for **Saturday February 22, 2020 at 9am**. The date for the next Board teleconference meeting was also announced to be held on May 13, 2020. Lyle also reported that based on availability, the next Timeshare Annual Meeting will be held at the Kauai Marriott.

## 3. ADJOURNMENT

<b>MOTION:</b>	<i>To adjourn meeting at 10:02 a.m.</i>
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**MOVED BY:** Deborah Coburn Rice, Second: Jill Briley  
**VOTE:** Unanimous  
**RESULT:** **PASSED**



3411 Wilcox Road  
Lihue, Kauai, Hi. 96766  
Managed by OLS Hotels & Resorts

02/10/20

## GM Report (Lyle M. Otsuka)

Our 2019 year to date "Banyan Harbor", OLS guest comment score reflected an 85.3% out of a possible 100%. This is an excellent score for our property. This Revinate measuring system, searches all online guest comments and provides an overall guest view. Our RCI guest comment score continue to average 4.4 out of 5.0 (in all controllable categories). Your continued support of OLS Hotels & Resorts and your property Ohana is much appreciated! Mahalo!

### Accomplishments: (January through December 2019) – Timeshare

#### Timeshare

- Coordinated Annual 2019 Timeshare Association of Apartment Owners mailings & meeting at Kauai Marriott.
- Completed 2019 annual Timeshare unit inspections.
- Distributed March owner newsletter.
- DE annexed unit 84 (March) from timeshare inventory. Association capital reserves received \$107,975 from 84 deannaexation. 2 other units (46 & 47) scheduled for 2019 & 2020 De annexation.
- Upgraded staff uniforms.
- Replacing Curved shower rods as needed.
- Replacing towel bars, toilet paper holders and faucets as needed.
- Upgraded Kitchen lights to create more illumination. LED bulbs utilized.
- Upgraded Kitchen Cabinet/ Kitchen flooring/ Countertop/ Microwave in unit A1 & 78.
- Replaced 32 Water heaters (previous were at the 10-year replacement life).
- Received and installed inspection items (Drapes-Sheers/ Bedroom furniture/ Lanai furniture and Lampshades).
- Replaced ceramic tile floor in unit 145 Kitchen and ½ bath.
- Replaced Housekeeping Ozone air machine.
- Implemented AC deflectors, to deflect air from blowing directly on guests.
- Implementing corner wall guards (beige color, as clear shows wall imperfections).
- Purchased floor and carpet cleaning machine.
- Hired New "Executive Housekeeper" Shentel Frye.
- Replaced copiers with new upgraded copiers, at the same cost.
- Completed May & October Timeshare General cleans.
- Installed vinyl flooring in unit 110 and 119.
- Replaced Hallway lights to create more illumination. LED bulbs utilized.
- Hired New "Accounting / HR Manager" Julie Holwegner.
- Upgraded property RDP software.

#### Future projects: Timeshare

- Conducting annual unit inspection replacements (Kitchen cabinets, carpets etc.).

**For Property: Banyan Harbor Timeshare**

**Income Statement**

Period from 12/1/2019 to 12/31/2019  
Year from 1/1/2019 to 12/31/2019

PTD	%	PTD Budget	%	Variance	%	YTD	%	YTD Budget	%	Variance	%
114,718.01	90.22%	116,973.50	89.53%	-2,255.49	0.69%	1,394,878.17	89.19%	1,410,826.00	88.96%	-15,947.83	0.23%
0.00	0.00%	0.00	0.00%	0.00	0.00%	4,740.46	0.30%	12,162.40	0.77%	-7,421.94	-0.46%
119.57	0.09%	33.33	0.03%	86.24	0.07%	2,217.55	0.14%	400.00	0.03%	1,817.55	0.12%
0.00	0.00%	0.00	0.00%	0.00	0.00%	0.00	0.00%	0.00	0.00%	0.00	0.00%
100.00	0.08%	25.00	0.02%	75.00	0.06%	200.00	0.01%	300.00	0.02%	-100.00	-0.01%
4,143.00	3.26%	5,546.22	4.25%	-1,403.22	-0.99%	64,954.67	4.15%	65,263.29	4.12%	-308.62	0.04%
8,073.00	6.35%	8,072.50	6.18%	0.50	0.17%	96,876.00	6.19%	96,870.00	6.11%	6.00	0.09%
<b>127,153.58</b>	<b>100.00%</b>	<b>130,650.55</b>	<b>100.00%</b>	<b>(3,496.97)</b>	<b>0.00%</b>	<b>1,563,866.85</b>	<b>100.00%</b>	<b>1,585,821.70</b>	<b>100.00%</b>	<b>(21,954.85)</b>	<b>0.00%</b>
<b>Revenue</b>											
<b>Owner Assessment</b>											
<b>Late Fee Income</b>											
<b>Other Revenue</b>											
<b>Legal Fee Reimbursement</b>											
<b>Interval Transfer Fees</b>											
<b>Amenity Fees</b>											
<b>Special Reserve</b>											
<b>Total Revenue</b>											
<b>Departmental Expenses</b>											
<b>Payroll &amp; Related</b>											
<b>Other Operating Expense</b>											
<b>Utilities</b>											
<b>Special Reserve Transfer</b>											
<b>Total Expenses</b>											
<b>Net Earnings</b>											
<b>135,039.23</b>	<b>106.20%</b>	<b>144,173.87</b>	<b>110.35%</b>	<b>(9,134.64)</b>	<b>(4.15%)</b>	<b>1,528,329.75</b>	<b>97.73%</b>	<b>1,585,821.55</b>	<b>100.00%</b>	<b>(57,491.80)</b>	<b>(2.27%)</b>
<b>(7,885.65)</b>	<b>(6.20%)</b>	<b>(13,523.32)</b>	<b>(10.35%)</b>	<b>5,637.67</b>	<b>4.15%</b>	<b>35,537.10</b>	<b>2.27%</b>	<b>0.15</b>	<b>0.00%</b>	<b>35,536.95</b>	<b>2.27%</b>



# Banyan Harbor Timeshare Association

Budget Year 2020

REVENUE			OTHER OPERATING EXPENSES		
	TOTAL	Per Interval		TOTAL	Per Interval
Owner Assessment (30/29 units)	1,508,140	\$1,040			
Late Fee	7,770	\$5	Accounting Fees	16,800	\$12
Other Revenue	1,800	\$1	Audit Fees	5,277	\$4
Interval Transfer Fees	-	\$0	Association Dues	295,656	\$204
Amenity Fees	54,837	\$38	Building Rent - AOA	2,784	\$2
<b>TOTAL REVENUE</b>	<b>1,572,547</b>	<b>\$1,085</b>	Building Maint. & Supplies	5,162	\$4
			Bad Debt Expense	100,000	\$69
<b>TRANSFERS</b>					
Transfer to Reserve	96,870	\$67	Bank Charges	2,791	\$2
	-		Cleaning Supplies	9,700	\$7
<b>Total Transfers to reserve</b>	<b>96,870</b>	<b>\$67</b>	Credit Card Commissions	-	\$0
			Contract Cleaning	8,698	\$6
			Data Processing	8,945	\$6
			Electrical & Mechanical	-	\$0
			Employee Benefits	9,825	\$7
			Equipment Maintenance	698	\$0
			Equip. Lease / Rent	6,736	\$5
			Insurance Project	32,710	\$23
			Legal Fees	-	\$0
			Legal - Broker	2,400	\$2
			Taxes Income / Excise	57,198	\$39
			Linen & Towels	16,284	\$11
			Maintenance Contract	-	\$0
			Wi-Fi	10,883	\$8
			Office Supplies	2,940	\$2
			Other	9,922	\$7
			Director's Expense	9,278	\$6
			Laundry & Dry Cleaning	7,311	\$5
			Guest Supplies	-	\$0
			Postage	6,849	\$5
			Printing & Stationary	3,112	\$2
			Property Taxes	103,481	\$71
			Safe Rental	-	\$0
			Telephone	16,059	\$11
			Travel	4,185	\$3
			Uniforms	6,895	\$5
			Management Fee	51,192	\$35
			Operating Contingency	-	\$0
			<b>TOTAL OTHER EXPENSES</b>	<b>813,771</b>	<b>\$561</b>
<b>PAYROLL AND RELATED</b>			<b>UTILITIES</b>		
	Total	Per Interval		TOTAL	Per Interval
TOTAL SALARY AND WAGES	258,431	\$178	Electricity	85,807	\$59
Payroll Taxes	53,730	\$37	FD Utility Payment to AOA	5,400	\$4
Incentive / Bonus	14,173	\$10	Gas (commercial dryer)	13,229	\$9
Vacation Pay	28,490	\$20	<b>TOTAL UTILITIES EXPENSE</b>	<b>104,436</b>	<b>\$72</b>
Holiday/Sick Pay	18,702	\$13			
Group Medical - HMSA	144,805	\$100			
Retirement Savings	3,475	\$2			
Workers Compensation Insurance	35,664	\$25			
<b>TOTAL PAYROLL AND RELATED</b>	<b>557,470</b>	<b>\$384</b>			
<b>FINANCIAL SUMMARY</b>			<b>UNIT SUMMARY</b>		
Total Forecasted Revenue	1,572,547	\$1,085	Total Units on Timeshare Program	30 / 29	
Total Forecasted Expense	1,572,548	\$1,085	Total Intervals on Timeshare Program	1,450	
Net Revenue / (Expenses)	(1)	\$0			

description	Tlt budget	Maint fee
Costs	1,475,677	1,018
Cap reserve	96,870	67
Less income	(64,407)	(44)
<b>Total</b>	<b>1,508,140</b>	<b>1,040</b>

**BANYAN HARBOR - TIMESHARE ASSOCIATION**  
Replacement Reserve

PROJECT	2020	2021	2022	2023	2024	2025	2026	2027	2028	TOTAL
1 ▶ FF&E-Soft Goods - Bedroom	10,750	7,040	6,720	6,480	6,240	6,000	5,680	5,440	5,200	59,550
2 FF&E-Case Goods - Bedroom	18,000	10,560	10,080	9,720	9,360	9,000	8,520	8,160	7,800	91,200
3 Mattress And Boxsprings	5,400		12,422			10,961			8,769	37,551
4 Mirrored Closet Doors	500	440	420	405	390	375	355	340	325	3,550
5 Televisions	2,000	1,056	1,008	972	936	900	852	816	780	9,320
6 Ceiling Fans & Lighting	1,200	1,671	1,595	1,538	1,481	1,424	1,348	1,291	1,234	12,784
7 ▶ Air Conditioners	15,000	7,128	6,804	6,561	6,318	6,075	5,751	5,508	5,265	64,410
8 Bath Tubs/Showers	7,000	7,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	49,000
9 ▶ Bath Countertops & Fixtures	6,400	908	866	835	804	773	732	701	670	12,691
10 In-Room Washer/Dryer	11,000	3,918	3,740	3,607	3,473	3,340	3,161	3,028	2,894	38,162
11 Ceramic Tile (Kit.&Baths)	12,000	8,500	8,500	8,500	3,400	3,400	3,400	3,400	3,400	54,500
12 Unit Light Fixtures	2,900	943	900	868	836	804	761	729	696	9,436
13 Interior Doors / Hardware / Trim	315	0	1,792	1,792	1,792	1,792	1,792	896	896	11,067
14 Interior Painting	1,500	1,632	1,557	1,502	1,446	1,391	1,316	1,261	1,205	12,809
15 Kitchen Cabinets	23,000	21,651	28,868	36,085	21,651	21,651	21,651	7,217	7,217	188,991
16 Refrigerators	1,900	1,891	1,805	1,741	1,676	1,612	1,526	1,462	1,397	15,011
17 Microwaves	1,050	528	504	486	468	450	426	408	390	4,710
18 Stoves	1,340	1,452	1,386	1,337	1,287	1,238	1,172	1,122	1,073	11,405
19 Dishwasher	2,000	1,733	1,654	1,595	1,536	1,477	1,398	1,339	1,280	14,009
20 ▶ Furniture - Living/Dining Rooms	450	19,983	19,983	19,983	19,983	19,983	19,983	19,983	19,983	160,317
21 Artwork	1,800	2,785	2,659	2,564	2,469	2,374	2,247	2,152	2,057	21,107
22 Drapery	4,500	3,168	3,024	2,916	2,808	2,700	2,556	2,448	2,340	26,460
23 ▶ Carpet And Pad	33,800	10,954	10,954	25,654	10,954	26,704	10,954	27,754	10,954	168,684
24 Lanai Furniture	2,000	1,539	1,469	1,417	1,364	1,312	1,242	1,189	1,137	12,669
25 Water Heaters										0
26 Reservations System/ Computers	6,175	3,813	3,640	3,510	3,380	3,250	3,077	2,947	2,817	32,608
Housekeeping Electric Cart	2,450	6,979				7,188				16,617
28 Commercial Housekeeping Dryer	12,000						10,500			22,500
29 Commercial Housekeeping Washer	1,800	1,247	1,190	1,148	1,105	1,063	1,006	963	921	10,442
30 Flatware/Silver/Utensils/Glass	6,800	3,325	3,225	3,150	3,075	3,000	2,900	2,825	2,750	31,050
31 ▶ ADA Compliance	1,000	0	0	0	0	0	0	0	0	1,000
33 Kitchen counter-Silestone+ fixtures	15,000	19,408	19,408	4,852	4,852	4,852	9,704			78,076
34 Maintenance Reserve Labor	10,688	9,648	8,608	7,568	6,528	5,488	4,448	3,408	1,668	58,052
35 ▶ Miscellaneous- Legal Fee - Foreclosure	58,800	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	598,800
36 Exterior Windows and Doors	1,800	1,157	1,105	1,065	1,026	986	934	894	855	9,822
<b>TOTAL:</b>	<b>282,318</b>	<b>229,557</b>	<b>238,387</b>	<b>230,350</b>	<b>193,139</b>	<b>224,061</b>	<b>201,892</b>	<b>180,181</b>	<b>168,473</b>	<b>1,948,360</b>
	2020	2021	2022	2023	2024	2025	2026	2027	2028	TOTAL
▶ Indicates year-end balance will carry-over to the following year.										
<b>CASH PROJECTIONS</b>										
CONTRIBUTION(estimated) **	325,944	283,488	276,036	267,964	259,159	249,472	144,374	138,993	133,295	2,078,725
YEAR ENDING BALANCE	24,237	78,167	115,816	153,431	219,451	244,862	187,344	146,155	110,977	130,364.96
NOTE: CASH AS OF 12/31/19	\$ (19,388) ** Assumes Deannexation contribution of \$200k/ 2021-2024									



## 2019 Timeshare Fee Comparison

PROPERTY	LOCATION	FEE	NOTE
<b>Banyan Harbor</b>	<b>Lihue</b>	<b>\$1,040</b>	<b>2-bedroom</b>
<b>Pono Kai</b>	<b>Kapaa</b>	<b>\$1,326</b>	<b>2-bedroom</b>
<b>Lawai Beach Resort</b>	<b>Poipu</b>	<b>\$1,411</b>	<b>2-bedroom</b>
<b>Kauai Beach Villas</b>	<b>Wailua</b>	<b>\$1,603</b>	<b>2-bedroom</b>
Wyndham Bali Hai	Princeville	\$1,483	2-bedroom
<b>Hanalei Bay</b>	<b>Princeville</b>	<b>\$2,158</b>	<b>2-bedroom</b>
Marriott- Lihue	Lihue	\$2,084	1-bedroom
<b>Marriott- Waiohai</b>	<b>Poipu</b>	<b>\$2,206</b>	<b>2-bedroom</b>
Point at Poipu	Poipu	\$1,812	2-bedroom
<b>Kauai Beachboy</b>	<b>Kapaa</b>	<b>\$1,616</b>	<b>2-bedroom</b>
<b>Cliffs at Princeville</b>	<b>Princeville</b>	<b>\$1,453</b>	<b>2-bedroom</b>
<b>Westin – Princeville</b>	<b>Princeville</b>	<b>\$3,107</b>	<b>2-bedroom</b>

**NOTE:**

- All properties are based on 2020 fees

**BANYAN HARBOR TIMESHARE ASSOCIATION**  
**2020 Proxy Solicitation Statements**

<b>** BRILEY, JILL</b> 2223 Alahe'e St. Lihue, HI. 96766	<b>Unit:</b> E57-D1
	<b>Phone:</b> (719)-351-2267 <b>Email:</b> sjillbriley@aol.com

Aloha Owners! It's election time again for your Banyan Harbor Timeshare Association Board of Directors, of which I am currently a member. I take very seriously the fiduciary responsibility entrusted to me, putting forth my best effort to be certain all decisions made are in the best interest of all owners as a whole. The Timeshare and AOA Boards work together closely with the excellent management team and exceptional staff, all of whom take pride in working toward a common goal of insuring Banyan Harbor remains a valuable asset for all owners. Rising costs associated with Hawaii living always present ongoing challenges for everyone. I am always available to listen to your input on the issues before us and welcome you to attend our quarterly meetings, as well. I can assure you that both Boards work diligently to control expenses while maintaining a mixed use property of which everyone can be proud. I would be honored to, once again, serve with such a dedicated team and respectfully ask for your vote.

I would highly encourage everyone to attend our annual meeting; however, should you be unable to do so, please return your signed Proxy to avoid the unnecessary added expense of a second meeting date. I would be more than happy to cast your votes(s) per your instructions should you appoint me or feel free to give your proxy allowing the Board as a whole to vote for you. Thank you for your consideration. Hope to see you at the meeting! Jill

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<b>**GARCIA, LINDA</b> 398 Molo St. Kapaa, HI 96746	<b>Unit:</b> G78-01 & 02
	<b>Phone:</b> (808)-823-1311 <b>Email:</b> lindagarica@aol.com

It has been a privilege to serve on the Banyan Harbor Timeshare Board of Directors. I am committed to see Banyan Harbor remain as a successful and desirable vacation destination.

I again ask for your support to elect me to your Board. I look forward to working with Board members, your General Manager, and OLS Hotels and Resorts.

**LISTED IN ALPHABETICAL ORDER**  
**\*\* INDICATES INCUMBENT CANDIDATE**

**BANYAN HARBOR TIMESHARE ASSOCIATION**  
**2020 Proxy Solicitation Statements**

<b>** WYMAN, STEPHANIE J.</b> <b>5340 Deerwood Dr.</b> <b>Shingle Springs, CA.</b> <b>95682-9448</b>	<b>Unit:</b> L147-W1
	<b>Phone:</b> (530)-676-9062 <b>Email:</b> s.j.wyman@icloud.com

I respectfully ask for your vote to re-elect me to serve on the Banyan Harbor Timeshare Association Board of Directors. As the President of the Board I have worked with Board Members and the Property Management Team, OLS Hotels and Resorts, to effect major improvements to our property.

This year we de-annexed Unit 84 which resulted in an infusion of \$107,975 into our Reserve Fund and reduced our debt burden for unpaid weeks. We continued to use our Reserve Funds to refurbish many of our units, including installing new water heaters, replacing floor tiles, kitchen lights, kitchen counters, and other maintenance or upgrade activities.

We continue to seek creative ways to keep within our budget including de-annexing units to reduce the liability of non-dues-paying units. This process helps to keep our maintenance fees low, the lowest on all the islands.

Professionally, I spent 30 years in facilities construction and maintenance at the local, County, and State levels. I have served on several boards and was a consultant on facilities issues in the California State Senate. I bring a strong background in facilities and budgets to our Board and hope that you will continue to support me as a Board Member for your Association.

Thank you,  
Stephanie J. Wyman