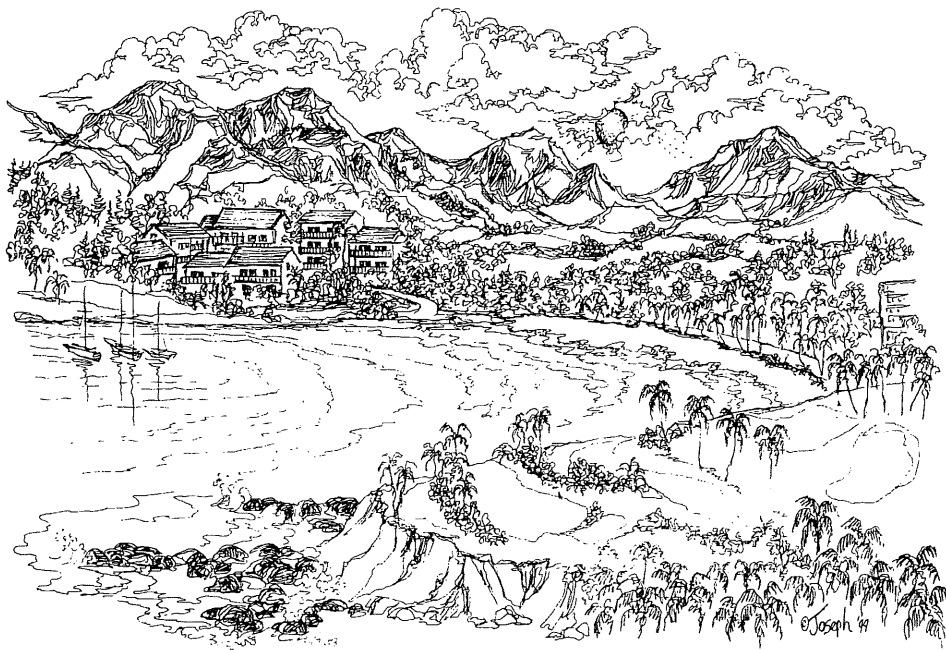


**Banyan Harbor**

TIMESHARE ASSOCIATION

**ANNUAL HOMEOWNER'S MEETING**

FEBRUARY 23, 2019



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 23, 2019**

*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 24, 2018
4. **Management Reports**
  - a. President's Report
  - b. Treasurer's Report
  - c. Manager's Report
  - d. Budget 2019
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 2017
  - b. Roll Over Resolution for 2019
  - c. Other New Business
8. **Next Annual Meeting**
9. **Adjournment**

# BANYAN HARBOR TIMESHARE ASSOCIATION

UN-ADOPTED MEETING MINUTES

DATE February 24, 2018

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**BANYAN HARBOR TIMESHARE ASSOCIATION  
ANNUAL HOMEOWNER'S MEETING  
Saturday February 24, 2018  
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, 2017 and again January 8, 2018 and posted on January 18, 2018. Quorum was established with:

**Quorum Results**

Intervals represented by proxy	570.0
Intervals represented in person	3.0
<b>Total intervals represented</b>	<b>573.0</b>

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

**3. APPROVAL OF MINUTES**

- a. **Annual Meeting February 25, 2017** – 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>
----------------	--

**MOVED BY:** Jill Briley, Second: Linda Garcia  
**VOTE:** Unanimous  
**RESULT:** PASSED

# BANYAN HARBOR TIMESHARE ASSOCIATION

UN-ADOPTED MEETING MINUTES

DATE February 24, 2018

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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 operating surplus, De-annexation program, and the overall good RCI comments.
- b. **Treasurer's Report** – Michael Conner referred to Rick Ball Vice President of OLS Hotels & Resorts, for the year end 2017 financial report. Rick reviewed the financial results through December 31, 2017. Revenues year-to-date are ahead of budget by \$30,353 due to more owner assessments (delay of de-annexation unit), and increased collection of owner late fees. Payroll and payroll taxes and other payroll expenses are favorable to budget by \$7,385, and operating expenses are also favorable to budget by \$1,090. Our staff did an excellent job in managing controllable expenses. Through December 31, 2017, net earnings are \$34,256 and \$34,272 favorable to budget. Rick also reiterated because of our staffs focus and their efficiency, we had a moderate maintenance fee increase for 2018.

Rick then reviewed the reserve study and noted the key projects for 2018. 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 Drake Gampon's retirement the first part of April 2018 and for his more than 20 years of service as Banyans Maintenance Manager. Lyle asked everyone to welcome Rudy Notebo and Nelio Erorita as the new maintenance management team. Lyle recapped 2018 highlights, then referred to his submitted written report.

5. **Budget 2018** – Rick reviewed the 2018 budget, approved by the Board of Directors at the November 15, 2017 Board Meeting, which is also included in owner handouts at the door and mailed to owners with the January 2018 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 three 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- Stephanie Wyman, Jill Briley and Linda Garcia.</i>
----------------	--

**MOVED BY:** Michael Conner, Second: Jill Briley  
**VOTE:** Unanimous  
**RESULT:** PASSED

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

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# BANYAN HARBOR TIMESHARE ASSOCIATION

UN-ADOPTED MEETING MINUTES

DATE February 24, 2018

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**MOTION:** *Move to close nominations.*

**MOVED BY:** Jill Briley, second: Deborah Coburn Rice

**VOTE:** Unanimous

**RESULT:** PASSED

- a. **Election of Inspectors** – With only three candidates for three positions, there was no need for election inspectors.
- b. **Introduction of Candidates** - Each candidate present then introduced themselves and expressed their gratitude for the opportunity to serve the Association.

**MOTION:** *To call for a unanimous vote of the slate of nominees as submitted by acclamation.*

**MOVED BY:** Michelle Young, Second: Michael Conner

**VOTE:** Unanimous

**RESULT:** PASSED

Stephanie Wyman, Jill Briley and Linda Garcia 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 2016** – President Wyman reported that the auditor's report was reviewed and unanimously accepted by the Board at their November 15, 2017 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 2018** – Michael Conner made the following motion to ensure the Association non-profit status is protected, and that tax requirements were properly addressed.

**MOTION:** *I hereby move that the Banyan Harbor Time Share Owner's Association direct the amount by which the member's assessments in fiscal year 2018 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 2019 operating and/or reserve account.*

**MOVED BY:** Debbie Rice Coburn, Second: Michelle Young

**VOTE:** Unanimous

**RESULT:** PASSED

- c. **Other New Business** –. Owner Mike Reid asked for an update on the Gazebo. Lyle explained due to increased costs, the Board decided the Gazebo was no longer an option. Rick brought up the possibility of reallocating the Gazebo funding towards a Hot Tub and Management has been tasked with exploring that option. There being no further new business President Wyman moved to the next agenda item.

## 2. NEXT ANNUAL MEETING

President Wyman announced the 2019 Annual Timeshare Owners Meeting is confirmed for **Saturday February 23, 2019 at 9am**. The date for the next Board teleconference meeting was also announced to be held on May

Document: TS 2018-02.24 Annual UnAdopted 01.07.198

# BANYAN HARBOR TIMESHARE ASSOCIATION

UN-ADOPTED MEETING MINUTES

DATE February 24, 2018

Page 4 of 4

16, 2018. 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 9:37 a.m.</i>
----------------	--

**MOVED BY:** Michael Conner, Second: Jill Briley  
**VOTE:** Unanimous  
**RESULT:** PASSED



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

02/13/19

## GM Report (Lyle M. Otsuka)

Our 2018 "**Banyan Harbor**", OLS guest comment YTD score averages 1.01%, placing Banyan in 5th place. This OLS measuring system searches all online guest comments and provides an overall guest view. Our RCI guest comment score continues to average 4.2 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 2018) – Timeshare

#### Timeshare

- Coordinated Annual Timeshare Association of Apartment Owners meeting at Kauai Marriott & 40<sup>th</sup> Anniversary celebration.
- Completed annual Timeshare unit inspections.
- Installed fire extinguishers in all timeshare units.
- Distributed March owner newsletter.
- Replaced Laundry "small linen" washer.
- Completed upgrades to unit 22 & 147 (new cabinetry, silestone counter, above stove microwave and kitchen entry tile. All new).
- Hired "Executive Housekeeper" Patrick Lazaro. Housekeeping improvements implemented and underway.
- OLS negotiated AOAO insurance renewal and new insurance broker is Lockton Insurance.
- Replaced refrigerators, stoves, dishwashers, mirror closet doors, lanai furniture etc., as determined during annual inspections.
- May and October 2018 Timeshare general clean completed.
- Revised all bedding from Duvets to triple sheeting, improving staff cleaning times.
- DE annexed unit 57 from timeshare inventory. Association capital reserves received \$62,500 from the deannaexation.
- Replaced annual inspection lanai furniture.
- Re-carpeted 4 units.
- Inspection replacement of 2 bedroom furniture packages.
- Replaced kitchen lighting to improve brightness.
- Replaced inspection designated drapes.
- Completed twice per year carpet cleaning with truck mounted system.
- Switched over all Televisions to new Spectrum cable TV boxes.
- Completed migration of accounting software to M3.
- Replaced & upgraded property website.
- Improved kitchen knives with knife blocks.

#### Future projects: Timeshare

- Awaiting annual inspection replacements (Kitchen cabinets, Granite countertops, flooring, artwork and bathroom mirrors etc.). Carry over to 2019.
- Replacing Hallway lighting to improve brightness.
- Replacing bathroom unit towel and toilet bars / holders as needed.
- Replacing bathroom faucets as needed.





**For Property: Banyan Harbor Timeshare**

**Income Statement**

Period from 12/1/2018 to 12/31/2018  
Year from 1/1/2018 to 12/31/2018

PTD	%	PTD Budget	%	Variance	%	YTD	%	YTD Budget	%	Variance	%
<b>Revenue</b>											
109,819.00	87.88%	109,856.33	87.06%	-37.33	0.83%	1,340,484.00	86.72%	1,340,314.00	86.78%	170.00	-0.06%
200.00	0.16%	0.00	0.00%	200.00	0.16%	11,375.48	0.74%	9,216.71	0.60%	2,158.77	0.14%
8.75	0.01%	58.33	0.05%	-49.58	-0.04%	350.14	0.02%	699.96	0.05%	-349.82	-0.02%
0.00	0.00%	0.00	0.00%	0.00	0.00%	0.00	0.00%	0.00	0.00%	0.00	0.00%
0.00	0.00%	206.00	0.16%	-206.00	-0.16%	200.00	0.01%	2,472.00	0.16%	-2,272.00	-0.15%
3,917.00	3.13%	5,055.00	4.01%	-1,138.00	-0.87%	61,184.63	3.96%	59,592.00	3.86%	1,592.63	0.10%
11,013.00	8.81%	11,012.67	8.73%	0.33	0.09%	132,156.00	8.55%	132,152.00	8.56%	4.00	-0.01%
<b>124,957.75</b>	<b>100.00%</b>	<b>126,188.33</b>	<b>100.00%</b>	<b>(1,230.58)</b>	<b>0.00%</b>	<b>1,545,750.25</b>	<b>100.00%</b>	<b>1,544,446.67</b>	<b>100.00%</b>	<b>1,303.58</b>	<b>0.00%</b>
<b>Departmental Expenses</b>											
33,269.82	26.62%	48,097.83	38.12%	-14,828.01	-11.49%	537,640.24	34.78%	535,775.92	34.69%	1,864.32	0.09%
63,554.66	50.86%	70,142.20	55.59%	-6,587.54	-4.72%	777,453.40	50.30%	763,782.34	49.45%	13,671.06	0.84%
8,364.61	6.69%	8,790.45	6.97%	-425.84	-0.27%	103,199.37	6.68%	112,733.48	7.30%	-9,534.11	-0.62%
11,013.00	8.81%	11,012.67	8.73%	0.33	0.09%	132,156.00	8.55%	132,152.00	8.56%	4.00	-0.01%
<b>116,202.09</b>	<b>92.99%</b>	<b>138,043.15</b>	<b>109.39%</b>	<b>(21,841.06)</b>	<b>(16.40%)</b>	<b>1,550,449.01</b>	<b>100.30%</b>	<b>1,544,443.75</b>	<b>100.00%</b>	<b>6,005.26</b>	<b>0.30%</b>
<b>8,755.66</b>	<b>7.01%</b>	<b>(11,854.82)</b>	<b>(9.39%)</b>	<b>20,610.48</b>	<b>16.40%</b>	<b>(4,698.76)</b>	<b>(0.30%)</b>	<b>2.92</b>	<b>0.00%</b>	<b>(4,701.68)</b>	<b>(0.30%)</b>

# Banyan Harbor Timeshare Association

Budget Year 2019

REVENUE	TOTAL	Per Interval
Owner Assessment (33/32 units)	1,507,696	\$951
Late Fee	12,162	\$8
Other Revenue	400	\$0
Interval Transfer Fees	300	\$0
Amenity Fees	65,263	\$41
<b>TOTAL REVENUE</b>	<b>1,585,821</b>	<b>\$1,000</b>

<b>TRANSFERS</b>		
Transfer to Reserve	96,870	\$61
-	-	-
<b>Total Transfers to reserve</b>	<b>96,870</b>	<b>\$61</b>

PAYROLL AND RELATED	Total	Per Interval
TOTAL SALARY AND WAGES	273,314	\$172
Payroll Taxes	56,697	\$36
Incentive / Bonus	9,338	\$6
Vacation Pay	25,491	\$16
Holiday/Sick Pay	16,848	\$11
Group Medical - HMSA	174,447	\$110
Retirement Savings	5,040	\$3
Workers Compensation Insurance	33,911	\$21
<b>TOTAL PAYROLL AND RELATED</b>	<b>595,086</b>	<b>\$375</b>

UTILITIES	TOTAL	Per Interval
Electricity	86,043	\$54
FD Utility Payment to AOA	5,400	\$3
Gas (commercial dryer)	11,033	\$7
<b>TOTAL UTILITIES EXPENSE</b>	<b>102,476</b>	<b>\$65</b>

OTHER OPERATING EXPENSES	TOTAL	Per Interval
Accounting Fees	16,800	\$11
Audit Fees	4,102	\$3
Association Dues	296,216	\$187
Building Rent - AOA	2,784	\$2
Building Maint. & Supplies	12,859	\$8
Bad Debt Expense	124,613	\$79
Bank Charges	945	\$1
Cleaning Supplies	16,016	\$10
Credit Card Commissions	-	\$0
Contract Cleaning	9,242	\$6
Data Processing	6,012	\$4
Electrical & Mechanical	780	\$0
Employee Benefits	12,142	\$8
Equipment Maintenance	501	\$0
Equip. Lease / Rent	12,113	\$8
Insurance Project	25,806	\$16
Legal Fees	-	\$0
Legal - Broker	1,200	\$1
Taxes Income / Excise	47,207	\$30
Linen & Towels	3,262	\$2
Maintenance Contract	891	\$1
Wi-Fi	10,966	\$7
Office Supplies	3,060	\$2
Other	7,922	\$5
Director's Expense	9,350	\$6
Laundry & Dry Cleaning	4,041	\$3
Guest Supplies	1,557	\$1
Postage	5,803	\$4
Printing & Stationary	2,986	\$2
Property Taxes	79,140	\$50
Safe Rental	-	\$0
Telephone	15,251	\$10
Travel	4,185	\$3
Uniforms	2,447	\$2
Management Fee	51,192	\$32
Operating Contingency	-	\$0
<b>TOTAL OTHER EXPENSES</b>	<b>791,391</b>	<b>\$499</b>

<b>FINANCIAL SUMMARY</b>		
Total Forecasted Revenue	1,585,821	\$1,000
Total Forecasted Expense	1,585,824	\$1,000
Net Revenue / (Expenses)	(3)	\$0

<b>UNIT SUMMARY</b>		
Total Units on Timeshare Program	32 / 31	
Total Intervals on Timeshare Program	1,586	

description	Tlt budget	Maint fee
Costs	1,488,953	939
Cap reserve	96,870	61
Less income	(78,125)	(49)
Total	1,507,698	951

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# BANYAN HARBOR - TIMESHARE ASSOCIATION

## Replacement Reserve

PROJECT	2019	2020	2021	2022	2023
1 ► FF&E-Soft Goods - Bedroom	18,800	7,765	7,509	7,168	6,912
2 FF&E-Case Goods - Bedroom	12,288	11,648	11,264	10,752	10,368
3 Mattress And Boxsprings	4,871			12,422	
4 ► Mirrored Closet Doors	512	485	469	448	432
5 Televisions	2,381	1,165	1,126	1,075	1,037
6 Ceiling Fans & Lighting	1,945	1,843	1,783	1,702	1,641
7 Air Conditioners	12,094	7,862	7,603	7,258	6,998
8 Bath Tubs/Showers	7,000	7,000	7,000	5,000	5,000
9 Bath Countertops & Fixtures	2,090	1,001	968	924	891
10 In-Room Washer/Dryer	4,560	4,322	4,180	3,990	3,847
11 Ceramic Tile (Kit.&Baths)	8,500	8,500	8,500	8,500	8,500
12 Unit Light Fixtures	1,097	1,040	1,006	960	926
13 Interior Doors / Hardware / Trim	0	0	0	1,911	1,911
14 Interior Painting	1,898	1,800	1,740	1,661	1,602
15 ► Kitchen Cabinets	14,157	30,793	23,094	30,793	38,491
16 Refrigerators	2,201	2,086	2,017	1,926	1,857
17 Microwaves	614	582	563	538	518
18 Stoves	1,690	1,602	1,549	1,478	1,426
19 Dishwasher	2,016	1,911	1,848	1,764	1,701
20 Furniture - Living/Dining Rooms	0	0	21,316	21,316	21,316
21 Artwork	6,741	3,072	2,971	2,836	2,735
22 Drapery	3,686	3,494	3,379	3,226	3,110
23 Carpet And Pad	24,285	11,685	25,335	11,685	26,385
24 Lanai Furniture	1,791	1,698	1,642	1,567	1,511
25 Water Heaters	17,400				
26 Reservations System/ Computers	4,160	3,943	3,813	3,640	3,510
27 Housekeeping Electric Cart			6,979		
28 Commercial Housekeeping Dryer	7,000				
29 Commercial Housekeeping Washer	1,360	1,289	1,247	1,190	1,148
30 Flatware/Silver/Utensils/Glass	1,152	1,092	1,056	1,008	972
31 ► ADA Compliance	0	0	0	0	0
33 Kitchen counter-Silestone+ fixtures	26,000	19,408	19,408	19,408	4,852
34 Maintenance Reserve Labor	39,009	37,269	35,529	33,789	32,049
35 Miscellaneous- Legal Fee - Foreclosure	29,125	12,500	12,500	12,500	12,500
36 Exterior Windows and Doors	1,347	1,276	1,234	1,178	1,136
<b>TOTAL:</b>	<b>261,770</b>	<b>188,132</b>	<b>218,629</b>	<b>213,611</b>	<b>205,281</b>

► Indicates year-end balance will carry-over to the following year.

### CASH PROJECTIONS

CONTRIBUTION(estimated) **	246,870	238,152	227,573	215,162	202,781
YEAR ENDING BALANCE	59,376	109,395	118,340	119,890	117,391
<b>NOTE: CASH AS OF 12/31/18</b>	<b>\$ 74,276</b>	<b>** Assumes Deannexation contribution of \$150k/yr in 20</b>			

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### 2019 Timeshare Fee Comparison

PROPERTY	LOCATION	FEE	NOTE
<b>Banyan Harbor</b>	<b>Lihue</b>	<b>\$951</b>	<b>2-bedroom</b>
<b>Pono Kai</b>	<b>Kapaa</b>	<b>\$1,246</b>	<b>2-bedroom</b>
<b>Lawai Beach Resort</b>	<b>Poipu</b>	<b>\$1,344</b>	<b>2-bedroom</b>
<b>Kauai Beach Villas</b>	<b>Wailua</b>	<b>\$1,572</b>	<b>2-bedroom</b>
Wyndham Bali Hai	Princeville	\$1,465	2-bedroom
<b>Hanalei Bay</b>	<b>Princeville</b>	<b>\$1,707</b>	<b>2-bedroom</b>
Marriott- Lihue	Lihue	\$1,854	2-bedroom
<b>Marriott- Waiohai</b>	<b>Poipu</b>	<b>\$2,037</b>	<b>2-bedroom</b>
Point at Poipu	Poipu	\$1,700	2-bedroom
<b>Kauai Beachboy</b>	<b>Kapaa</b>	<b>\$1,584</b>	<b>2-bedroom</b>
<b>Cliffs at Princeville</b>	<b>Princeville</b>	<b>\$1,411</b>	<b>2-bedroom</b>
<b>Westin – Princeville</b>	<b>Princeville</b>	<b>\$2,965</b>	<b>2-bedroom</b>

**NOTE:**

- All properties are based on 2019 fees

**BANYAN HARBOR TIMESHARE ASSOCIATION**  
**2019 Proxy Solicitation Statements**

**\*\* COBURN RICE, DEBORAH**  
**16400 Matilija Drive**  
**Los Gatos, CA. 95030**

**Unit: L142-Y1 & Y2**

**Phone: (408)-354-1776   Email: debby@debbyrice.com**

I respectfully ask for your vote for re-election to the Banyan Harbor Board of Directors.

My family has owned Banyan Harbor timeshares since 1980 – when BH first opened. I have been proud to serve on the Board of Directors and currently serve as the Secretary of the Board. I have been part of the Banyan Harbor family since my parents, Ruth and Blaine Coburn, bought their time share units. My father served on the Board for many years and encouraged my participation. I have taken my role seriously and offer ideas and recommendations as appropriate.

I ask that you cast your votes for me to continue my service to Banyan Harbor. I hope you will feel free to call me with any concerns or ideas. Over the course of my term on the Board, I have spoken with many of you and have relayed your ideas and opinions to the management and Board members. Your voice is heard.

**Brief Biography:**

Graduate with honors, University of Oregon, Worked as Production Assistant for ABC Sports on 6 Olympics, Monday Night Football, NCAA Football, Wide World of Sport, NBA Basketball, PGA Golf Tour, LPGA Golf, Super Bowls, Pro Bowling, Film Features and more. Worked as on-air weather and entertainment reporter for ABC and NBC Television stations for over 20 years. I currently write as a reporter for the San Jose Mercury News and the Bay Area New Group (owner of 20+ newspapers). I own an Advertising and Public Relations agency with 50+ clients like Sony Corporation (five divisions), Saratoga Retirement Community (this was a good background for Banyan Harbor Board – it involved 80+ acres developed as independent living, assisted living, skilled nursing).

Over 14 family and friends have stayed at Banyan Harbor at my encouragement. I am happily married to Tom Rice, a frequent visitor to BH.

**Other Board of Director/Leadership Experience**

I have held leadership positions throughout my life. I have been involved in Rotary International and have held club president positions, and many district level positions. I have received leadership awards from Rotary, Pi Beta Phi Sorority, and the City of Saratoga (among others).

I have served on the San Jose Symphony Board, the Saratoga Chamber of Commerce, and Saratoga Charitable Foundation among others. I am currently on the Board of Governors of Arrowmont, a 100 year-old school in Gatlinburg, TN.

**Business or Job Related Qualifications or Experience:**

I have a broad base of experience managing complex issues in both large and small organizations. That experience gives me the ability to analyze a situation and make knowledgeable and thoughtful decision. As an owner of a successful business, I have strong experience in business matters. As a reporter and PR professional, I am good at spreading the word about Banyan Harbor.

**I would like to continue to serve Banyan Harbor as a Board Member:**

Banyan Harbor is a great place but will stay that way in the highly competitive resort environment only if it has an engaged and committed management team and Board. Our current Board works well together and I would pledge my continued commitment if re-elected.

**BANYAN HARBOR TIMESHARE ASSOCIATION**  
**2019 Proxy Solicitation Statements**

<b>** CONNER, MICHAEL</b> 3303 E. Guadalupe Road Gilbert, AZ 95234	<b>Unit:</b> J123-H1, A12, C38, D51, G80, G85 <b>Phone:</b> (602)-625-8274 cell <b>Email:</b> Rep.LLLC@ymail.com
<p>I started my working career in the trucking industry as a self-employed Owner Operator/ Semi truck driver hauling consumer goods in all 48 states and Canada. After 12 successful years I went from the driver's seat to an office seat as the GM of a very successful entertainment trucking company with 18 truck drivers and 4 office staff. Today, I am co-owner of that company and have expanded to 137 truck drivers, 4 offices and 158 employees.</p> <p>Over the past 27 years I have lived and owned residential properties with HOA's and AOA's. I have served on 2 Boards in Arizona over the past 12 years and have served on the Banyan Harbor owners AOA for the past 2 years. I have owned A-12 for 10+ years and have 5 units at BH and one time share. I have a large investment in BH and I will work hard with management to keep all our investments sound while keeping overhead cost down. That will ultimately keep our owners fees down.</p> <p>I own several properties on Kauai which have AOA's. I attend those meetings multiple times per year. This helps me to understand the cost to operate other properties to help us at BH and keep costs under control.</p> <p>I ask for your consideration and vote for me, on the upcoming 2019 AOA Timeshare Board of Directors.</p> <p>Regards, Michael Conner</p>	

<b>HANCOCK, SHERRILL</b> 3927 Bellwood Dr. Norman, OK. 73072	<b>Unit:</b> H-119-O2 <b>Phone:</b> (405) 308-7997 <b>Email:</b> jshanc44@yahoo.com
<p>My name is Sherri Hancock. I am retired now, but served as an administrator for student services in the University and community college systems in Oklahoma, Arizona and California. The last ten years, I was Dean of enrollment services at Skyline college in San Bruno, CA. I was responsible for coordination of staff, budgets, technology and the smooth operation services for all students and staff. I currently serve on a Homeowners Association for the Desert Club Resort in Las Vegas and volunteer for our Oklahoma City history center and civic center.</p> <p>We have stayed at Banyan Harbor all but one year since we purchased our unit about five years ago. We love the resort, location and convenience. I would be honored to serve on the Board as a contributing representative for other owners like us.</p> <p>Thank you for your consideration.</p>	

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

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