

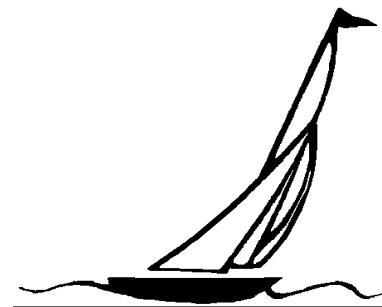


HARBOR RIDGE  
PO BOX 725  
SOUTHWEST HARBOR ME 04679

# View from the Top

A HARBOR RIDGE PUBLICATION

www.harborridge.com ~ info@harborridge.com ~ 207-244-7000



Volume 26

Number 1

April 2018

### Highlights:

**Profit and Loss Report** Pg 2

**Check-in Dates** Pg 2

**Club Interval Gold** Pg 3

**Board Position** Pg 3



**Bonus weeks are available for \$379.**

**Owners of Fixed Weeks 27-52 with a due date of July 1 can make their maintenance fee payments in three installments:**

\$175 by May 1  
\$175 by June 1  
Balance by July 1.

**Owners should call prior to the due date to make other payment arrangements to avoid late fees. Payment by check is greatly appreciated.**

 **Follow us on Facebook to see ongoing updates!**

### Manager's Update

If you are needing a good laugh as you are just plain tired of winter, type "witty spring sayings" into your search engine, and be prepared to laugh! Our winter was bearable until March, and then as Goodfellow stated, "Come the spring with all its splendor, all its birds and all its blossoms. All its flowers and leaves and grasses." Spring can't come soon enough!

We have not been in winter hibernation, and we hope our owners see the many improvements that we have made this winter—some improvements out of necessity and some planned.

Our first primary focus was flooring in our townhouses. We hoped to remove the carpeting and unglazed tiles from the middle levels of the townhouses in Building 1. We completed all of the townhouses in Building 3 and 5 as well, which far exceeded our original goal! Unit 51 has new carpeting in the living room and bedrooms, along with a new power lift recliner. What an improvement to a unit when new flooring is installed!

As long time owners know, it has long been on our wish list to get televisions in the guest bedrooms. We took our first step toward this goal. We purchased 43" inch LG televisions for all of the living rooms, and we moved the living room televisions to the guest bedrooms for DVD and gaming use only. The guest bedrooms are not wired for cable, and we are hoping that the cable company releases a wireless option in the near future.







Our weight machine in the fitness room had been here since our clubhouse was built in 1992, and the weight stacks had started to crack and very quickly became a liability. It was also brought to our attention that our older treadmill was abruptly stopping while guests were running—another liability. So we have sold the equipment, and we have a Life Fitness Fit 3 corner weight machine and a

Life Fitness Integrity treadmill on order with an anticipated mid-April installation.

We always hold our breath as February school vacation approaches. We hope that our winter projects are completed and that the two monsters—the pool and the hot tub—do not breathe fire. On Saturday, February 17, our maintenance man announced that the water pipe that heats the pool area was broken underground. The pipes were fixed on Thursday, February 22; then, on the very next day, it was discovered that the pool water fill pipe was broken underground as well. Fortunately, we had not enclosed the now, above ground pipes. The pool water temperature was maintained between 78—80°F, but the room temperature dropped to around 70°. We never "closed" the pool during these repairs; however, we recognize that the temperatures were for the more hardy folks! The cedar wall has now been completed, and it has refreshed the look of the pool area. It was built, so we can add more piping if necessary in the future.

We have replaced the sofas in Building 4, and within the next few months, we hope to replace the sofas in Building 2.

Local owners are reminded that there is a \$5 guest fee when they bring guests other than their immediate family members. Immediate family members include those in the owner's household, their children, and their grandchildren. It is not acceptable to tell your friends that they can use the facility without the owner being present. It is unfair for Harbor Ridge staff members, who enforce the rules, to have to disappoint families by telling them that they cannot go swimming, because they are not a Harbor Ridge owner. It is an owner privilege to use the resort amenities—the swimming pool, the hot tub, the fitness room, and the tennis court. Our insurance covers us as a private use property. You may let your friends know that they can become owners at our property for about \$500 annually, so their family can have the same on-site amenity privileges as your family.

 <p><i>How do I excite my children about assuming my timeshare?</i></p>	 <p><i>I highly recommend that you invite them on your next vacation to remind them the importance of family vacations. Vacations pull a family together and reinforce the fact that quality time is essential.</i></p>	 <p><i>Taking a vacation with your children allows you and your family to lay back and relax, while creating fond memories and experiencing new things.</i></p>
 <p><i>My children want to be involved with a points-based timeshare—a program that has more flexibility.</i></p>	 <p><i>Interval's Club Interval Gold program gives owners a points-based membership. Owners can do short stay exchanges, cruise exchanges, and hotel exchanges based on the number of points their week is worth. More points can be purchased from the resort if needed.</i></p>	 <p><i>Harbor Ridge is very committed to helping you explain the benefits to your family. You and your family can set up an appointment with staff to discuss the program or your family member may call them. Remind them timeshare is so much more cost effective at Harbor Ridge than other resorts.</i></p>

**HR Profit & Loss Year End 2017**

Income—Accrual Basis		
Bonus Week Income		5,993.00
Club Interval Gold		4,701.00
Gift Shop Non-Taxable		1,923.25
Gift Shop Taxable		12,178.14
HR Rental		20,625.72
HR Rental Commission		32,595.00
HR Resale Commission		10,138.00
Interest		1,304.78
Internet		10,587.99
Late Fee		12,050.00
Legal Fees		14,795.53
Maintenance Fees		979,200.00
Miscellaneous Income		0.00
Owner Charges		8,242.69
Phone Revenue		14.60
Rental Income - Long Term		7,150.00
Sale of Used Property		675.00
Vending Machine Revenue		1,794.95
<b>Total Income (Accrual Basis)</b>		<b>1,123,969.65</b>
Expenses		
Advertising		3,127.40
Automobile		2,750.71
Bad Debt Expense		76,968.31
Bank Charges		23,103.65
Computer		837.45
Contracts		20,619.33
Contributions		275.00
Dues, Fees, Licenses, Permits		505.00
Employee Expenses		2,417.21
Gift Shop		7,750.99
Insurances		101,511.42
Interest Expense		312.97
Loss of Use		0.00
Miscellaneous Expense		0.00
Owner Expenses		11,044.58
Payroll Expenses		404,014.02
Professional Fees		2,900.00
Property Tax Expense		-3.86
Registry Expense		3,065.50
Repairs and Supplies		142,086.76
Seminars and Training		-1,307.12
Supplies & Furniture		84,315.94
Utilities		174,552.15
<b>Total Expenses</b>		<b>1,060,847.41</b>

**Check Your 2018 Dates Below**

	Saturday	Sunday
<b>Week</b>	<b>Units 41-58</b>	<b>Units 11-38</b>
16	4/21-28	4/22-29
17	4/28-5/5	4/29-5/6
18	5/5-12	5/6-13
19	5/12-19	5/13-20
20	5/19-26	5/20-27
21	5/26-6/2	5/27-6/3
22	6/2-9	6/3-10
23	6/9-16	6/10-17
24	6/16-23	6/17-24
25	6/23-30	6/24-7/1
26	6/30-7/7	7/1-8
27	7/7-14	7/8-15
28	7/14-21	7/15-22
29	7/21-28	7/22-29
30	7/28-8/4	7/29-8/5
31	8/4-11	8/5-12
32	8/11-18	8/12-19
33	8/18-25	8/19-26
34	8/25-9/1	8/26-9/2
35	9/1-8	9/2-9
36	9/8-15	9/9-16
37	9/15-22	9/16-23
38	9/22-29	9/23-30
39	9/29-10/6	9/30-10/7
40	10/6-13	10/7-14
41	10/13-20	10/14-21
42	10/20-27	10/21-28
43	10/27-11/3	10/28-11/4
44	11/3-10	11/4-11
45	11/10-17	11/11-18
46	11/17-24	11/18-25
47	11/24-12/1	11/25-12/2
48	12/1-8	12/2-9
49	12/8-15	12/9-16
50	12/15-22	12/16-23
51	12/22-29	12/23-30
52	12/29-1/5	12/30-1/6



*Time is running out to get involved with Club Interval Gold (CIG) at Harbor Ridge for the incredibly low rate of \$495. Club Interval Gold is a membership and exchange program that combines the best of traditional*

timeshare with the flexibility of points-based programs. As CIG members, owners can convert their resort weeks into points. Using these points, members have access to any available resort in Interval's network. Owners must deposit weeks as points at least 120 days in advance for full point value, then they can enjoy as many full-week exchanges and Short Stay Exchanges as their points allow.

For example, a Week 40 owner could potentially spend 6 nights in a two-bedroom unit on Cape Cod during Patriot's Day week in April for 30,713 points, and they can spend 6 more nights in September in a one-bedroom unit on Ormond Beach in Florida for 35,100 points. In addition, the owner will have 4,187 points in his/her account to add to next year's trips. That's at least 12 nights of vacation for one week at Harbor Ridge!

To further maximize points, keep in mind that weekday travel uses fewer points than weekend travel. Additionally, Interval has "Power Point" sales, which reduce the number of points needed for CIG members to buy another vacation week, maximizing their vacation dollars even more! Members must choose from a select list of destinations, and exchange offers vary throughout the year. The "Power Point" discounts range from 25-60% off standard weekly exchange values. Exchange fees are required for each vacation segment. All exchanges are based upon availability, and point values are subject to change.

Owners can trade up to larger units or higher demand seasons for more points. They can trade into smaller units for fewer points, or owners can apply points to cruise, spa, and golf vacations. An Interval Options transaction fee and a supplemental fee will apply based upon your vacation selection and available points.

Owners can switch between weeks and points from year to year. Club Interval Gold members receive all Interval Basic and Interval Gold benefits, including discounts on getaways, hotels, dining, VIP Concierge, Hertz #1 Club Gold, Priceline discounts, and so much more.

Only those weeks that have been purchased from a resort that participates in the Club Interval Gold program may be converted into points. If you own a week that is not Club Interval Gold-designated, you will use the traditional exchange program for that week.

Harbor Ridge is offering this fabulous program for \$495, while other resorts offer this same program for up to \$2495. For your initial \$495, you will receive a one-year CIG membership, and we'll deposit 35,000 points into your account. If you are interested in converting to this points-based membership, please contact Annette or Margaret at Harbor Ridge at 866-384-0231.

**2018 CIG Weekly Point Values**

*\*For full point value, deposit 120 days in advance*

Week No. (Travel Demand Index)	2-Bdrm Sleep 6*	1-Bdrm Sleep 4*
<b>22-38</b> (135-150)	105,000	90,000
<b>39</b> (115-130)	87,500	75,000
<b>12, 13, 17-21, 40-42</b> (90-110)	70,000	60,000
<b>7, 11, 14-16, 43, 48-52</b> (65-85)	52,500	45,000
<b>1-6, 8-10, 44-47</b> (50-60)	35,000	30,000



**Harbor Ridge  
Board Position Election**

The Harbor Ridge Condominium Association will be having an election this fall for two five-year terms. Any owner in good standing with the Condominium Association is eligible to be a candidate. If you are interested in having your name on the ballot, simply forward to management a brief biography of no more than 100 words by September 1. The personal and professional information will be included with the announcement for the Annual Meeting scheduled for December 1.

The board is required to meet at least three times a year plus hold the Annual Meeting. Board members are, therefore, required to attend these four meetings each year. The Board holds meetings at the call of the President or upon request to the President by at least a majority of the members.

Any owner interested in serving must have a willingness to work toward the goal of ensuring that Harbor Ridge remains a Premier resort, as designated by Interval International. He/she must also be willing to listen to owners, guests, and staff; and he/she must be willing to assist each group.