



HARBOR RIDGE  
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# View from the Top

A HARBOR RIDGE PUBLICATION

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## Highlights:

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**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:**  
\$200 by May 1  
\$200 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.**



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## Manager's Update

We are all excited to say the words, "Happy Spring," but our next winter snowstorm is moving in. Robert Frost stated that "The sun was warm but the wind was chill. You know how it is with an April day." Our friends in Aroostook County are really ready for warmer temperatures and no snow, as is the Acadia National Park Service.

Fortunately for timeshare owners, you have the opportunity to exchange to resorts in warmer climates, take cruise exchanges to the Caribbean, or perform a hotel exchange where there may not be a timeshare. How many of you got caught saying, "I didn't plan soon enough for a winter vacation this year"? Start planning now for next winter! Log on to [www.intervalworld.com](http://www.intervalworld.com) or call an Interval International vacation advisor, and place a pending request today for next winter. The earlier you start planning, the more likely you will receive your desired wish---a vacation at a highly recommended resort with warmer temperatures, lots of sunshine, and longer days! You will be blessed if you take the time to sit down, plan your vacation days out, and give yourself and your family something to look forward to. Keep in mind that if you are exchanging next year's week, please call in to prepay your maintenance fee to avoid confirmation delays.

The Harbor Ridge bees were buzzing throughout the winter making some honey of improvements! (Can you see that I want spring to spring wide open! LOL!!)

We have new carpets throughout Units 45-48---new flooring really improves the appearance of a unit. Building 2 has received new Kellex sofas, which we hope will be long lasting! We have searched a long time for a quality sofa, and our moving crew can attest to its value and solid construction.

Our painting crews have given our living rooms a soothing Gossamer Blue color in Buildings 1, 3, 4, and 5, along with many half

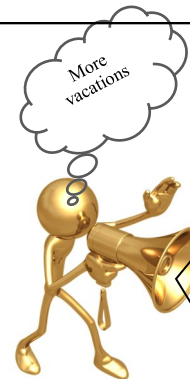
bathrooms. It's amazing how color can brighten up a room!

Our biggest project this winter was our swimming pool area. We started first by sanding down the cedar walls and sealing them. Our new LED lights last winter brought to light many imperfections in the walls that many years of water fun and play created! Then the fiberglass shell of the swimming pool was chipping, and it had far exceeded its life expectancy. It was sanded down, and a new fiberglass gel coat was applied, along with safety lines, new underwater lights, a new ladder, and new deck furniture. The length of the shutdown was longer than anticipated; however, we were very pleased with the finished product!! Thank you to everyone for your patience and understanding, especially to our local owners!

Many New England Patriots fans are saddened by the retirement of Rob Gronkowski; however, we are grateful to his family for their advisement and great service in helping us upgrade our fitness room---last year the weight machine and treadmill; this year, the recumbent bike.

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.

What a long winter!!!  
Did you get to go away?



Yes, I did, but I would go again next week. Wish I had another week in Interval International's system. I've thought about places in the US, but my dream vacation would be to see the Emerald Isle---Ireland!

You could do getaways through Interval International, but did you know that the Harbor Ridge management also oversees an owner's association in Killarney, Ireland?

No, I didn't!  
Do you think they could get me a good deal?



It's your lucky day! They are offering a week of accommodations in a two-bedroom, sleep six, two bath, two story townhouse at Killarney Country Club for just \$399 in the off-season and \$499 in the peak season. Killarney National Park is nearby. It is a great location for day trips to the Ring of Kerry and the Dingle Peninsula. There is even an Irish pub on-site to get some Guinness ale!



I'll give them a call today at 866-384-0231. I want to kiss the Blarney Stone for some Irish luck too and buy sweaters at the woolen mills to stay warm in the long winter. I'll be dreaming all things Irish behind my eyelids tonight!

**HR Profit & Loss Year End 2018**

Income—Accrual Basis	
Bonus Week Income	7141.00
Club Interval Gold	4390.00
Gift Shop Non-Taxable	929.73
Gift Shop Taxable	10,191.31
HR Rental	23,911.75
HR Rental Commission	33,712.10
HR Resale Commission	10,724.33
HR Resale Owned	251.36
Interest	1,399.04
Internet	9,352.30
Late Fee	12,550.00
Legal Fees	9,539.00
Maintenance Fees	999,600.00
Owner Charges	9,324.30
Phone Revenue	16.10
Rental Income - Long Term	7,580.00
Sale of Used Property	1,837.00
Vending Machine Revenue	1,912.53
<b>Total Income (Accrual Basis)</b>	<b>1,144,361.85</b>
Expenses	
Advertising	4,207.19
Automobile	3,389.71
Bad Debt Expense	81,898.41
Bank Charges	25,648.56
Computer	961.37
Contracts	20,325.42
Contributions	96.00
Corporate Income Tax	3,059.00
Dues, Fees, Licenses, Permits	345.00
Employee Expenses	2,696.30
Gift Shop	8,184.67
Insurances	90,380.99
Loss of Use	2,590.00
Owner Expenses	9,521.50
Payroll Expenses	432,911.45
Professional Fees	5,368.99
Property Tax Expense	5,505.46
Reconciliation Discrepancies	0.62
Registry Expense	2,562.90
Repairs and Supplies	157,655.77
Seminars and Training	580.69
Supplies & Furniture	97,171.97
Utilities	184,992.19
<b>Total Expenses</b>	<b>1,140,054.16</b>

**Check Your 2019 Dates Below**

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

**How Do I Get My Family Excited About Assuming Our Timeshare?**

Many Harbor Ridge owners purchased their timeshares 25 years ago when they were in their 50s, and they are approaching a time that travelling is becoming more difficult. Owners purchased the timeshare with the intention of transferring it to their children, and some children are apprehensive about assuming ownership. What can you do to help them understand that timeshare is still a great vehicle to take vacations?

- ◆ **Take your family on a timeshare vacation, and make it the best vacation ever!**
- ◆ **Debunk the myths about timeshare.**
  - ◆ **Maintenance fees are too expensive**—Harbor Ridge's weekly annual assessment averages \$565, which calculates to \$80.71 per night. The standard price of a hotel room far exceeds this price. A manager recently paid \$109.00 plus tax for a hotel room in Biddeford and only had two beds and one bath for five people.
  - ◆ **We prefer cruise vacations**—Explain to your family that they can do a cruise exchange on any major cruise line through Interval International. With Interval's Best Price Guarantee on cruises, there's no need to shop around for your next cruise vacation. If you find a lower price for the same cruise (ship, itinerary, sailing date, occupancy, deck, and cabin category), Interval will match it. You exchange your week as a cruise deposit, and then pay a much lower final balance payment (aka supplemental fee).
  - ◆ **We enjoy our camp on the lake**—You can still enjoy the camp on the lake, but there's always maintenance to do at the camp. Relax and go explore somewhere new for a week. Then enjoy the camp the other 51 weeks of the year!
  - ◆ **It's too expensive with flights**—There are over 100 resorts within a day's drive of New England. Advance planning is strongly suggested.
  - ◆ **It has a kitchen, and I do not want to cook on my vacation**—Having a kitchen opens up the opportunity to save a few dollars especially for breakfast, but it does not mean that you must cook. You can eat out as often as you like!
  - ◆ **We have children and cannot afford travel**—Timeshares have great amenities and often times children get so excited to stay in a "hotel." In many resort locations, there are a variety of inexpensive activities—hiking, swimming, biking, vacation scavenger hunts, fishing, relaxing at the beach, on-site children resort activities, etc. Give your children an appreciation for the great outdoors. Having an

extra bedroom allows you to give your kids a nap, while you enjoy a beverage on the balcony or in the living room.

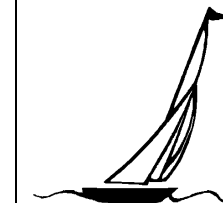
- ◆ **We prefer all-inclusive vacations**—there are many resort exchanges that now offer all-inclusive vacation packages, especially in the Caribbean and Mexico.

How do you spell the love of family? T-I-M-E! Spend your timeshare vacation with your family members, and remind them how much it means to you that they continue making vacation memories with their children!

**2019 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>22-42</b> (135-150)	105,000	90,000
<b>7, 15-21, 43, 51-52</b> (90-110)	70,000	60,000
<b>1-6, 8-14, 44-50</b> (65-85)	52,500	45,000

**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 7.

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.