



### 2017 and 2018 Club Interval Gold (CIG) Points

Travel Demand Index Range	Weeks	1 Bed, Sleep 4 Full Kitchen	2 Bed, Sleep 6 Full Kitchen
135 - 150	22-38	90,000	105,000
115 - 130	39	75,000	87,500
90 - 110	14,15,17-21,40-42	60,000	70,000
65 - 85	7,11-13,16,43,48-52	45,000	52,500
50 - 60	1-6,8-10,44-47,53	30,000	35,000

### Interval International Recently Announced Upgrade Fees

Interval International recently reviewed data and conducted member research to better understand member behavior and inventory utilization. They learned that members often confirm larger units than are necessary to accommodate their travel party. This finding, along with the fact that points-based members already relinquish more points when receiving a larger unit, the trend toward shorter booking windows, and other factors, influenced the introduction of the unit-size upgrade fee. The unit-size upgrade fee supports Interval's commitment to providing comparable exchanges to members around the world.



If you exchange your timeshare week for a larger unit, you now must pay an upgrade fee plus your exchange fee. The upgrade fee is \$99 per step. In other words, the fee from a one-bedroom to a two-bedroom, is \$99, and from a one-bedroom to a three-bedroom is \$198.

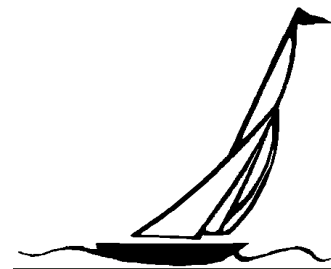
Interval Gold and Platinum members will pay lower upgrade fees of \$79 and \$59 per step respectively. Upgrade fees do not apply to instant exchanges done during Flexchange, which are exchanges confirmed within 60 days from check-in. Upgrade fees do apply to E-Plus re-trades, if you are trading to a larger unit than the one you currently have confirmed, unless it's during Flexchange. If an owner accepts a smaller unit under the traditional weeks exchange, there are no discounts. For more information, go to the Interval International FAQs section on their website.

**With these new fees, it makes sense to convert to Club Interval Gold points for \$495 to avoid these upgrade fees.**

**Harbor Ridge  
Owner Getaway Rates:**  
\$95 for one night  
\$150 for two nights  
\$199 for three nights  
(includes lodging tax)

**Harbor Ridge  
Bonus (Off Peak) Weeks:**  
\$349 per week

**Great Room Usage Rate:**  
Up to 25 people, it is \$3 per person.  
For more than 25 people, the  
room charge is \$75.  
The maximum room occupancy  
is 50 people.



# View from the Top

## A HARBOR RIDGE PUBLICATION

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

Volume 24

Number 2

October 2016

### Newsletter Highlights:

*From the Manager's Desk* Pg 1

*2017 Annual Budget* Pg 2

*Special Meeting Agenda* Pg 2

*PROXY* Pg 3

*Club Interval Gold* Pg 3



### Why get involved in Club Interval Gold at Harbor Ridge?

- Shows all available units for exchange.
- Avoid upgrade fee changes that have recently been established at Interval.
- Get the benefits of both Interval's Gold and regular memberships.
- Access to a points based program for an extremely reasonable cost of \$495.

### From the Manager's Desk

The annual meeting will be held on Saturday, December 3 at 10:00 am. We encourage owners to attend the meeting to get a detailed description of the expenses and what updates are planned for the upcoming year.

The Harbor Ridge board voted to increase the base maintenance fee to \$480 by a mere \$10; and the property taxes remained the same as 2016. The budget includes improving wages for staff to be more competitive with surrounding properties, replacing more Clubhouse windows, siding a gable end, replacing living room chairs, purchasing larger televisions for the living rooms, installing new flooring, and replacing appliances as necessary.

Our contractors will be on site soon to replace half of the windows in the Clubhouse, which will make the building more energy efficient.

We have been painting the driveway sides of the units. The clapboards will definitely be completed before snow flies; however, the green trim may need to be finished in the spring. The amazing fall weather, with temperatures in the 60's and 70's, has been influential in getting this project underway.

The heat pump loan was paid in full this year, which was two years in advance. The ultimate benefit was to conserve on heating fuel; however, the guests thoroughly enjoyed having the benefit of air conditioning in the living room.

The board and management's goal is to avoid a special assessment, and we are proud that we have been able to maintain exemplary service, while doing the heat pump, siding, window, and flooring projects within our budgetary confinements with no special assessments.

The fire pit that was set up in the triangle late last summer has been enjoyed by many owners. The s'mores and campfires have been enjoyed weekly on Monday evenings. The casual atmosphere encourages guests to readily share their vacation experiences here and abroad.

Guests also used the fire pit occasionally at their own leisure throughout the week. We can report that guests have respected the policies that we have put in place while enjoying the new amenity.

Anytime that an owner has a suggestion, please feel free to submit it. This spring, an owner mentioned how frustrating it was to watch the living room television, because the doors no longer stayed open on the armoire. So our maintenance man, Harvey, has been repurposing the armoires, and most buildings have been completed. In next year's budget, we hope to purchase larger screen televisions with digital tuners, which will enhance the viewing experience. We have also just contacted our internet service provider to increase the bandwidth for improved internet surfing, as a result of owner comments. Your opinions count! If we can do it within our budget and it is beneficial to many of our owners, we'll do our best to incorporate it.

All of the Week 53 units have been assigned; however, owners may still purchase other off peak bonus weeks for \$349. These weeks can be deposited into Interval International. Call us to add more time to your next vacation or get another vacation week cost effectively!!

Since it has proven helpful, owners can still opt to pay their 2017 maintenance fee in three payments. The full amount is still due by the respective due dates of January 1 for Fixed Week Owners of Weeks 1-26 and all Float Owners and by July 1 for Fixed Week Owners of Weeks 27-52. Additionally, annual year owners can set up payment plans for \$50 per month to prepay next year's maintenance fees, and alternate year owners can set up a payment plan for \$25 per month. These payment plans are very helpful to owners' vacation budgets. We want to work with our owners to prevent them from paying late fees and collection fees, but more importantly, we want owners to use their timeshares for their vacations. Our owners deserve vacations, and we're here to service you to maximize your vacation options!!

**2017 Budget**

**Income:**

Bonus Week Income	\$5,584.00
Club Interval Gold	3,672.00
Gift Shop	12,425.00
HR Rental	27,450.00
HR Rental Commission	32,750.00
HR Resale Commission	7,250.00
HOA Resale	1,000.00
Interest	1,350.00
Internet	7,475.00
Late Fees	11,275.00
Legal Fees	10,950.00
Maintenance Fees (2040 weeks @ \$480)	979,200.00
Owner Charges	7,509.00
Property Tax Revenue	92,075.03
Rental Income—Long Term	7,460.00
Sale of Used Property	750.00
Vending Machine Revenue	1,520.00
<b>Total Income</b>	<b><u>\$1,209,695.03</u></b>

**Expenses**

Advertising	2,800.00
Automobile—Fuel, Repairs, etc.	3,926.91
Bad Debt Expense	21,500.00
Bank Charges	19,510.00
Computer	2,975.00
Contracts	17,472.40
Contributions	50.00
Dues, Fees, Licenses, Permits	615.00
Employee Expenses	1,750.00
Gift Shop	6,475.00
Insurances	103,353.00
Miscellaneous	100.00
Owner Expenses	14,800.00
Payroll Expenses	502,582.00
Professional Fees	5,775.00
Property Tax Expense	92,075.03
Registry Expense	4,250.00
Repairs and Supplies	74,007.29
Reserves <sup>1</sup>	68,544.00
Seminars and Training	1,100.00
Supplies	94,315.00
Utilities	171,719.40
<b>Total Expenses</b>	<b><u>\$1,209,695.03</u></b>

<sup>1</sup>Seven 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 3, 2016—10:00 a.m.**

1. Call to Order
2. Roll Call of Officers
3. Consideration of ratification of proposed annual budget
4. Transaction of such business as may properly come before the meeting
5. 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. Twenty percent of the owners constitutes a quorum. Please mail in your proxy by November 26 to ensure its arrival at the office prior to the meeting.

<b>EVERY YEAR OWNERSHIP ANNUAL ASSESSMENT</b>				
WEEKS	2017 MF	2017 TAX	ARDA-ROC	TOTAL
1-6	480.00	26.04	3.00	509.04
7-17	480.00	33.69	3.00	516.69
18-42	480.00	56.65	3.00	539.65
43-47	480.00	33.69	3.00	516.69
48-50	480.00	26.04	3.00	509.04
51-52	480.00	34.08	3.00	517.08
<b>ALTERNATE YEAR OWNERSHIP</b>				
1-6	480.00	34.60	3.00	517.60
7-17	480.00	36.78	3.00	519.78
18-42	480.00	58.64	3.00	541.64
43-47	480.00	36.78	3.00	519.78
48-50	480.00	34.60	3.00	517.60
51-52	480.00	37.66	3.00	520.66

**PROXY**

**KNOW BY ALL BY THESE PRESENTS** that I, \_\_\_\_\_, a member of the Harbor Ridge Condominium Association, do hereby appoint the Secretary of the Harbor Ridge Condominium Association, a Maine Corporation, my true and lawful attorney and Proxy with the power of substitution for me and in my name to vote as my proxy, at the Annual/Special Meeting of said Association, to be held at the Harbor Ridge Condominium Reception Center on the 3rd day of December, 2016 at 10:00 am, or at any adjournment thereof, with all the powers which I should possess if personally present.

**WITNESS** my hand and seal, this \_\_\_\_\_ day of \_\_\_\_\_, 2016.

**Member's Signature:** \_\_\_\_\_  
**Printed Name:** \_\_\_\_\_ **Unit(s):** \_\_\_\_\_ **Week(s):** \_\_\_\_\_

**To all Members of the Harbor Ridge Condominium Association:**  
 If you wish to appoint a person or entity other than the secretary of the Harbor Ridge Condominium Association to vote on your behalf at the Association's meeting, you may do so by crossing out the words of "the Secretary of the Harbor Ridge Condominium Association, a Maine Corporation" and inserting that person's or entity's name. Please note, however, the person or entity must be another Harbor Ridge time-share estate owner. The proxy must be dated and signed to be valid.

**Fax to 207-244-4500 or email to [info@harborridge.com](mailto:info@harborridge.com) or snail mail prior to November 26, 2016 to Harbor Ridge Resort, PO Box 725, Southwest Harbor, ME 04679**



Club Interval Gold (CIG) is a membership and exchange program that combines the best of traditional timeshare with the flexibility of a points-based program. 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 can deposit their weeks for points, and then they can enjoy as many full-week exchanges and Short Stay Exchanges as their points allow. If you book smaller units, take vacations in the off-season, or take shorter vacations, then this program would make perfect logical sense for you.

For example, a Week 39 owner receives 87,500 points. He could potentially spend 3 nights in Ogunquit in December for 11,583 points for Christmas shopping at the Kittery outlets, go golfing for a week in late March in Myrtle Beach for 60,000 points, come cross country skiing in January at Harbor Ridge for 3 days for 10,920 points and still have 4,997 points in their account to be combined with next year's points. That's 13 nights of vacation for your one week at Harbor Ridge! 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 or apply points to cruise, spa, and golf vacations. Owners can switch between the traditional week

exchange and points exchange; however, once a week is deposited as a week, it must be used in the weeks system. Some exchanges favor a weeks exchange over a points exchange or vice versa. For example, if an off-peak owner is travelling to Orlando in 2017, it is best to deposit the week as a week, not as points. Then in 2018, they may deposit the week as points to take advantage of short stay and weeklong exchanges.

The biggest advantage of Club Interval Gold is its transparency. It shows all availability within the system regardless of resort type, unit size, or seasonality.

Another plus to enrolling your timeshare week in Club Interval Gold Points is that you can see exactly how much your week is worth, compared to what you want in the exchange.

Club Interval Gold members receive all Interval Basic and Interval Gold benefits, including discounts on getaways, hotels, dining, VIP Concierge, Hertz #1 Club Gold, Orbitz discounts, and so much more.

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 to get you started. If you are interested in converting to this points-based membership, please contact Annette or Margaret at Harbor Ridge at 866-384-0231.