



TIME IS RUNNING OUT FOR THE PRICE OF \$495 FOR POINTS!!



Travel Demand Index Range	2018 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	30,000	35,000

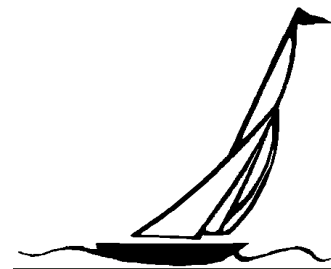
Club Interval Gold (CIG) is a membership and exchange program that combines the best of traditional timeshare with the flexibility of a points-based program. As CIG members, owners can convert their resort weeks into points. Using these points, members have access to any available resort in Interval's 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 42 owner receives 70,000 points. An owner could potentially spend 3 nights in Ogunquit in December for 11,583 points for Christmas shopping at the Kittery outlets, then go to North Conway for 3 nights and take the grandchildren to Santa's Village in Jefferson for 16,380 points, and also go to Branson in March for 6 nights for 35,100. There would still be 6,937 points left in their account to be combined with next year's points. That's 12 nights of vacation for your one week at Harbor Ridge! Online short stay exchange fees are required for each vacation segment, and start as low as \$119. All exchanges are based upon availability and point values are subject to change. Sunday through Thursday short stay exchanges require fewer points than weekend stays.

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 2018, it is best to deposit the week as a week, not as points. Then in 2019, they may deposit the week as points to take advantage of multiple short stay exchanges. To receive the above listed full point values, points must be deposited 120 days in advance of their week at Harbor Ridge and maintenance fees must be paid in advance.

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. You can see what other resort weeks are worth too. 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 \$2995. 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 by December 15, 2017.



View from the Top

A HARBOR RIDGE PUBLICATION

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

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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 2 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 years.

The Harbor Ridge board voted to increase the base maintenance fee to \$490 by a mere \$10; and the property taxes remained the same as 2017. The budget includes improving wages for staff to be more competitive with surrounding properties, replacing more Clubhouse windows, purchasing new sofas for 16 units, replacing some master bedroom furniture, installing new flooring, and replacing appliances as necessary.

We have been painting doors on the driveway sides of the units and pressure washing some decks. The amazing fall weather, with temperatures in the 70's and 80's, has been influential in getting these projects underway.

The s'mores and campfires have been enjoyed weekly on Monday evenings by a multitude of guests. The casual atmosphere encourages guests to readily share their vacation experiences here and abroad. The children love to get "sugared up" and watch the fire. Guests have respected the policies that we have put in place.

Anytime that an owner has a suggestion, please feel free to submit it. This summer an owner mentioned that he was disappointed that we had not converted to LED light bulbs. I explained that many of our bulbs are specialty bulbs, and that the upfront costs were too cost prohibitive. He shared how he had obtained light bulbs through Efficiency Maine and a local dealer. We immediately acted and replaced all bathroom light bulbs, the exterior light bulbs, and the reading lights. In our first billing cycle following, we earned back half of the light bulb cost. We are now working with our dealer to find three-way bulbs that meet the Efficiency Maine guidelines. Thank you, John! We plan on installing



larger screen televisions with digital tuners, which will enhance the viewing experience in the living rooms this winter, and moving the existing living room televisions to the guest bedrooms. At this point, the guest bedroom televisions will be for DVD use only. 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.

Bonus weeks can be purchased for \$379. These are off peak that can be deposited into Interval International's account. Also, Club Interval Gold members can purchase 10,000 points for \$100, should they need additional points to secure a specific vacation exchange through 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 2018 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!!

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:
 \$379 per week

2018 Budget

Income:

Bonus Week Income	\$7,580.00
Club Interval Gold	3,672.00
Gift Shop	12,250.00
HR Rental	25,750.00
HR Rental Commission	32,460.00
HR Resale Commission	9,500.00
HOA Resale	2,500.00
Interest	1,350.00
Internet	10,250.00
Late Fees	12,650.00
Legal Fees	13,250.00
Maintenance Fees (2040 weeks @ \$490)	999,600.00
Owner Charges	10,250.00
Property Tax Revenue	92,071.17
Rental Income—Long Term	7,460.00
Sale of Used Property	750.00
Vending Machine Revenue	1,650.00
Total Income	<u>\$1,242,993.17</u>

Expenses

Advertising	3,155.00
Automobile—Fuel, Repairs, etc.	4,376.00
Bad Debt Expense	10,000.00
Bank Charges	22,575.00
Computer	1,525.00
Contracts	23,458.00
Dues, Fees, Licenses, Permits	345.00
Employee Expenses	2,400.00
Gift Shop	7,450.34
Insurances	101,275.00
Owner Expenses	13,200.00
Payroll Expenses	501,939.16
Professional Fees	5,425.00
Property Tax Expense	92,071.17
Registry Expense	3,680.00
Repairs and Supplies	84,100.00
Reserves ¹	69,972.00
Seminars and Training	1,000.00
Supplies	89,046.50
Utilities	206,000.00
Total Expenses	<u>\$1,242,993.17</u>

¹Seven 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 2, 2017—10:00 a.m.**

1. Call to Order
2. Roll Call of Officers
3. Election of Officer
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 25** to ensure its arrival at the office prior to the meeting.

EVERY YEAR OWNERSHIP ANNUAL ASSESSMENT

WEEKS	2018 MF	2018 TAX	ARDA-ROC	TOTAL
1-6	490.00	26.04	3.00	519.04
7-17	490.00	33.69	3.00	526.69
18-42	490.00	56.65	3.00	549.65
43-47	490.00	33.69	3.00	526.69
48-50	490.00	26.04	3.00	519.04
51-52	490.00	34.08	3.00	527.08

ALTERNATE YEAR OWNERSHIP

1-6	490.00	34.60	3.00	527.60
7-17	490.00	36.78	3.00	529.78
18-42	490.00	58.64	3.00	551.64
43-47	490.00	36.78	3.00	529.78
48-50	490.00	34.60	3.00	527.60
51-52	490.00	37.66	3.00	530.66

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 2nd day of December, 2017 at 10:00 am, or at any adjournment thereof, with all the powers which I should possess if personally present.

My preference for the election of Director of the Harbor Ridge Condominium Association is the following checked individual.
(Please only check one.)

___ David Ezzio ___ Jim Nicholson ___ Kurt Zemba ___ Write-in: _____

WITNESS my hand and seal, this _____ day of _____, 2017.

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 or snail mail prior to November 25, 2017 to Harbor Ridge Resort, PO Box 725, Southwest Harbor, ME 04679

Biographies for Prospective Board Members

David Ezzio was born in Yarmouth and lives in Cumberland, Maine. Dave and his family have been coming to MDI every year since 1986. In 2009, they bought their first week at Harbor Ridge. Dave retired in 2016. During most of Dave's career as a software developer, he worked as a consulting programmer bringing training and expertise to development teams around the world. Dave has been an active participant at the Harbor Ridge annual meetings for the past several years. If elected to the board, Dave would stress keeping an active resale marketplace and increasing the value of winter shares.

Jim Nicholson has owned and vacationed at Harbor Ridge since 1993. He is a certified public accountant from Waterville, who works tirelessly to bring his expertise and caring to his clients and his community. He was named Accountant Advocate of the Year for New England by the US Small Business Administration and was named Business of the Year by the Waterville Business and Professional Women's Organization. Having served on boards for the Eastern Maine Healthcare Systems, the ACLU of Maine, the Waterville Development Corporation, and Delta Ambulance, he feels his experience would be valuable to keep the resort in good financial health.

Kurt Zemba has been an owner at Harbor Ridge since 1991. His family vacations annually in the summer and in the fall, and he wants to give back to our great resort. Kurt feels he can be of assistance in areas of maintenance, operations, labor, finance, insurance, purchasing, and planning due to his vast business experience in insurance, sales, and real estate. He wants to represent our owners and assist in maintaining the quality and character of Harbor Ridge as a top rated place to vacation. He resides in Old Lyme, Connecticut, and he is committed to attend the meetings if elected.