



HARBOR RIDGE
PO BOX 725
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IMPROVED CLUB INTERVAL GOLD POINT VALUES IS A HUGE WIN FOR HARBOR RIDGE OWNERS —NO BETTER TIME THAN NOW TO GET INVOLVED WITH POINTS!



Travel Demand Index Range	2019 Weeks	1 Bed, Sleep 4 Full Kitchen	2 Bed, Sleep 6 Full Kitchen
135 - 150	22-42	90,000	105,000
90 - 100	7,15-21,43,51-52	60,000	70,000
65 - 85	1-6,8-14,44-50	45,000	52,500

The Harbor Ridge Board of Directors and management have been in contract negotiations with Interval International, and it was decided to keep an exclusive contract with Interval International. Many factors went into this decision; specifically, the increase in point values for our spring, fall, and winter week owners. These increased point values will give owners more exchange opportunities.

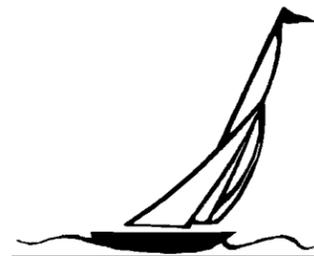
Additionally, Interval International has provided our owners with many membership promotions in the past two years. It is important for owners to review each mailer they receive, as some of the membership mailings have included two years for the price of one. We strongly suggest that members deactivate automatic membership renewal. There have also been many bonus accommodation certificates with very cost effective usage fees.

If you have considered a Club Interval Gold (CIG) membership in the past, but you were waiting for just the right time...**NOW IS THE TIME!!!** With increased point values, exchange flexibility grows. Owners can deposit their weeks for points, and 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 sense for you.

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.

For example, a Week 42 owner now receives 105,000 points. This program would be fabulous for snowbirds traveling by car to Florida. An owner could potentially spend up to 6 nights in Williamsburg, Myrtle Beach, or Hilton Head in early November for 35,100 points for a rejuvenation stop, and then on the way home, an owner could stop again on the way home for another 6 night stay for 35,100 points. Then there are 34,800 points they could use to spend four nights in Orlando to enjoy the holiday festivities at Disney or do some outlet Christmas shopping. That's 16 nights of vacation for your one week at Harbor Ridge!

Harbor Ridge is still 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, 2018.



View from the Top

A HARBOR RIDGE PUBLICATION

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

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Newsletter Highlights:

From the Manager's Desk Pg 1

2019 Annual Budget Pg 2

Special Meeting Agenda Pg 2

PROXY Pg 3

Club Interval Gold Pg 4



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

Where did the hottest summer on record go? Unfortunately, we have to prepare for the snow, but in the meantime, we can enjoy the beautiful fall colors and the glorious sunrises and sunsets that paint our skies daily.

The annual meeting will be held on Saturday, December 1 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 \$505, which is an increase of \$15; and the Town of Southwest Harbor has increased the town's mill rate for the first time in five years. The budget includes improving wages to be more competitive, replacing some roofing, purchasing new sofas for 8 units, replacing some master bedroom furniture, installing new carpeting, and replacing appliances as necessary.

Harbor Ridge switched insurance companies this year for a significant savings. The insurance adjuster came for an on-site inspection, and he mandated that we repair 38's gable end, replace the sprinkler heads in the Clubhouse, and replace some missing roof shingles. Along with 38's gable end, we also repaired and stained Unit 28 and Unit 18's gable ends. To preserve our paved parking lots, we had the cracks sealed this summer. We hired an additional maintenance staff member this summer. This allowed us to pressure wash more decks, replace two retaining walls, stain the Clubhouse and playground, cut some trees down, as well as numerous other projects.

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 fire pit policy that we have put in place.

We now have digital cable set boxes for our living and master bedroom televisions before the area goes "analog black." It was a challenging transition, and we appreciate the patience of our owners and guests. The guest bedroom televisions for DVD use only have been welcomed by most owners, as they recognize that we are trying to fulfill a long awaited item on our wish list. The cable company is hoping that digital boxes will be wireless in the next three years.

Owners may opt to pay their 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 owners can set up monthly payment plans of \$50, and alternate year owners can pay \$25 per month to prepay next year's maintenance fees. These payment plans are very helpful to owners' vacation budgets.

Call us to purchase a bonus week for \$379 to add more time to your next vacation or get another vacation week cost effectively!! Bonus weeks can be deposited into an Interval International account for a regular exchange, or as one owner recently did, for a cruise exchange. The "bonus week deposit" paid for nearly half of his cruise package, which quadrupled his savings.

Another owner expressed interest in wintering six weeks in a warmer climate for an extended length of stay and asked Annette for assistance. Utilizing short stay exchanges and getaways, the owner was able to secure six weeks of vacation at an elite resort in Myrtle Beach! Owing a timeshare offers many vacation opportunities!

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

2019 Budget

Income:

Bonus Week Income	\$5,685.00
Club Interval Gold	4,590.00
Gift Shop	12,000.00
HR Rental	26,500.00
HR Rental Commission	35,500.00
HR Resale Commission	12,000.00
HOA Resale	500.00
Interest	1,275.00
Internet	8,000.00
Late Fees	13,000.00
Legal Fees	14,975.00
Maintenance Fees (2040 weeks @ \$505)	1,030,200.00
Owner Charges	7,500.00
Property Tax Revenue	97,553.25
Rental Income—Long Term	7,600.00
Sale of Used Property	1,200.00
Vending Machine Revenue	1,750.00
Total Income	<u>\$1,279,828.25</u>

Expenses

Advertising	3,775.00
Automobile—Fuel, Repairs, etc.	3,905.00
Bad Debt Expense	22,000.00
Bank Charges	27,365.00
Computer	1,485.00
Contracts	19,685.00
Contributions	100.00
Dues, Fees, Licenses, Permits	345.00
Employee Expenses	3,550.00
Gift Shop	7,325.00
Insurances	101,716.00
Owner Expenses	11,775.00
Payroll Expenses	468,693.01
Professional Fees	4,450.00
Property Tax Expense	97,553.25
Registry Expense	2,575.00
Repairs and Supplies	165,775.00
Reserves ¹	72,114.00
Seminars and Training	575.00
Supplies	75,341.99
Utilities	189,725.00
Total Expenses	<u>\$1,279,828.25</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 1, 2018—10:00 a.m.**

1. Call to Order
2. Roll Call of Officers
3. Election of Officers
4. Consideration of ratification of proposed annual budget
5. Transaction of such business as may properly come before the meeting
6. 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 (408 owners) 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	2019 MF	2019 TAX	ARDA-ROC	TOTAL
1-6	505.00	27.58	3.00	535.58
7-17	505.00	35.68	3.00	543.68
18-42	505.00	60.00	3.00	568.00
43-47	505.00	35.68	3.00	543.68
48-50	505.00	27.58	3.00	535.58
51-52	505.00	36.09	3.00	544.09

ALTERNATE YEAR OWNERSHIP

1-6	505.00	36.64	3.00	544.64
7-17	505.00	38.96	3.00	546.96
18-42	505.00	62.40	3.00	570.40
43-47	505.00	38.96	3.00	546.96
48-50	505.00	36.64	3.00	544.64
51-52	505.00	39.88	3.00	547.88

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 1st day of December, 2018 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 check up to two.)

___ Linda Connelly ___ Dianne Lytle ___ Write-in: _____

WITNESS my hand and seal, this _____ day of _____, 2018.

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, 2018 to Harbor Ridge Resort, PO Box 725, Southwest Harbor, ME 04679

Biographies for Prospective Board Members

Linda Connelly—Linda is seeking her third term on the Board. She has served on the HR Condo Board for ten years and as Secretary for nine years.

Linda is retired and in retirement wonders how she ever had time to work. She volunteers at the Dempsey Center in Lewiston, Maine, which provides a personalized, holistic, and integrated approach to cancer prevention, education, and support. As an avid life-long learner with a passion for helping non-traditional students, Linda has also been a Literacy Volunteer for Androscoggin County since 1999.

She and her husband Dennis purchased their first timeshare property at Harbor Ridge in 1999, and they consider Southwest Harbor their "second home." They also own timeshares in Ireland, Cape Cod, and to increase options for their traveling opportunities, they also own points with Diamond Resorts. Their vacation ownerships, coupled with their Interval International membership, have opened up incredible travel opportunities at reasonable costs.

Linda is actively involved throughout the year and is totally committed to continue serving the Harbor Ridge owners. With her multiple timeshare ownerships and travel experiences gathered over the past nineteen years, she vows to continue working hard to ensure that Harbor Ridge remains a premier vacation destination. Linda is committed to the resort and looks forward to continue working together with the Board, the management, and fellow owners.

Dianne Lytle—Dianne is seeking re-election on the Board. She bought her timeshare during construction. She has used it several times at the resort and trades it frequently through the Interval International exchange system to travel to many parts of the world. Maintaining premier status with Interval is a top priority for her, while preserving our excellent trading options. Dianne summers on Mount Desert Island and lives in the Carolinas in the winter. She brings to the Board knowledge of local issues and ordinances, condominium association issues, as well as information for guests about restaurants, recreational activities, and opportunities in Acadia National Park. Prior to retirement, Dianne was a registered nurse at the Mount Desert Island Hospital.