

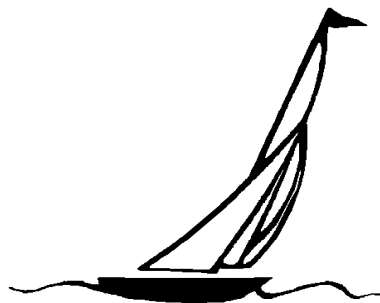


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View from the Top

A HARBOR RIDGE PUBLICATION

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Volume 28

Number 1

April 2020

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Manager's Update

Words of encouragement and humor are circling around the world! COVID-19 has sent the world into a pandemic of fear and concern, and our hearts are with all those affected. We are very thankful for those on the front lines! If you have read our newsletters over the years, we have often reminded owners that vacations are an opportunity to spend quality uninterrupted time with family, friends, and loved ones. We encourage everyone to wash your hands, practice physical distance, and stay healthy. There are better times around the bend, and we'll be here when it is safe to vacation again!

So you are probably wondering what has been going on here this winter. We continued to do some painting in the units for an updated cottage look, and we undertook two other major projects. There are new carpets throughout Units 11-18 and Units 52-58. It doesn't sound like a big project, but picture this...stuffing all the bedroom furniture into the bathrooms, then pulling up thousands and thousands of staples. Our staff was "stapled out." It's amazing how new carpeting modernizes a space!

We also had our own "Extreme Bathroom Makeover" in Building 1. The master bathrooms have new floor tiles, shelving, vanities, lights, and paint. We removed the wall between the sink and the shelves, and it creates a much larger space. Your maintenance fee dollars at work!!! We hope owners are pleased with the upgrades.

We purchased our own tailgate sander this winter to save on salting and sanding costs. It never fails...Murphy's law... the mildest winter on record! Thus, the savings will be recognized next year!

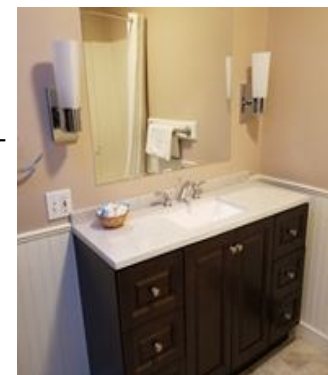
Coronavirus...Ugh!!!

Is COVID-19 forcing you to hunker down with a shelter-in-place order? You may be social distancing...how about bringing a staycation to your home? Put on some island music, cuddle up with your favorite blanket and read that book that has been calling your name for days, take an aromatherapy bubble bath, set up a camping tent in your living room, have a candlelight dinner, have your favorite vacation dinner delivered to you (Maine lobster with a fresh blueberry pie), put a puzzle together, binge watch a new television series, have a movie marathon, or have an in-home spa day. The options are endless!

What are we doing to flatten the curve?










It has been with much angst and tears while making decisions about how to proceed. We listen daily to our Maine CDC broadcast, and we have been following the protocols recommended by our governor. We closed the Clubhouse to local owners and guests on March 16. We have had just a handful of guests on property throughout March, but we were expecting a 75-90% occupancy rate in April. COVID-19 in Maine has not reached its peak yet, and we are keeping in mind that the Maine healthcare system has limited resources. Thus, unfortunately, we have made the decision to not accept any guests from April 6—May 8, 2020, and we will re-evaluate in mid-April. Interval International has been working with its members, and we will continue to work with our owners. We ask for your patience and understanding. Our office is open daily from 8:00 am to 6:00 pm during this crazy, unprecedented time.

Please know, we are missing our owners and guests...we'll be here when the shelter in place orders are lifted...Harbor Ridge will be your next outdoor adventure. We'll say it again...stay healthy...wash your hands...follow protocols...and enjoy your loved ones!



Follow us on Facebook and now on Instagram!



 <p>Have you seen the Facebook ads about getting out of your timeshare? There will be more now due to COVID-19.</p>	 <p>Yes, it seems like they are everywhere! Are they legitimate? I've been scammed before, but I've still been tempted to call the toll free phone numbers.</p>	 <p>I am going to say to you the following...Buyer Beware!!! You are still a consumer to them. In many cases, owners are trading in their timeshare toward their vacation package.</p>
 <p>So, owners are still involved with a vacation program? Owners have paid between \$3000—\$7000 to do this?</p>	 <p>They sure have!!!! Let's do the math! That's a minimum of 5 years of maintenance fees. These entities promote that they have more access to vacation weeks than our exchange partner. They do not. These entities do not pay the maintenance fees to the resorts that they are "assuming ownership" of, so weeks are not available to these vacation entities.</p>	 <p>Then to boot...the owners learn months later that they are responsible for required additional transfer fees to the resort, which is generally \$1200—\$1500.</p>
 <p>Wow!! I had no idea!! I enjoy vacationing! The costs are increasing though. I could get an Airbnb cheaper.</p>	 <p>Possibly...however, Interval resorts have great management...great accommodations...great amenities. There is proof of the accommodations are legitimate. Additionally, Interval has great discounts through getaways and bonus accommodation certificates.</p>	 <p>I forget about those. Interval is a full-service travel agency, and they were very accommodating in allowing members to reschedule during the coronavirus. I'm sticking with Harbor Ridge and Interval!!!!</p>

HR Profit & Loss Year End 2019

INCOME	Bonus Week Income	6,064.00
	Club Interval Gold	4,637.00
	Gift Shop Non-Taxable	1,515.33
	Gift Shop Taxable	12,187.80
	HR Rental	25,071.32
	HR Rental Commission	30,862.74
	HR Resale Commission	7,142.34
	Interest	1,111.84
	Internet	8,355.00
	Late Fee	9,275.00
	Legal Fees	11,706.41
	Maintenance Fees	1,030,200.00
	Miscellaneous	163.70
	Owner Charges	7,882.00
	Phone Revenue	8.50
	Rental Income - Long Term	8,100.00
	Sale of Used Property	1,310.00
	Vending Machine Revenue	1,840.45
Total Income (Accrual Basis)		1,167,433.43
EXPENSES	Advertising	3,505.17
	Automobile	4,217.43
	Bad Debt Expense	133,404.49
	Bank Charges	18,344.26
	Computer	4,767.75
	Contracts	20,934.01
	Contributions	100.00
	Corporate Income Tax	492.00
	Dues, Fees, Licenses, Permits	520.00
	Employee Expenses	2,346.81
	Gift Shop	10,120.98
	Insurances	88,914.24
	Loss of Use	1,730.45
	Miscellaneous Expense	41.05
	Owner Expenses	11,264.41
	Payroll Expenses	441,753.06
	Professional Fees	4,455.00
	Property Tax Expense	2,179.81
	Property Tax Interest	128.29
	Reconciliation Discrepancies	-0.01
	Registry Expense	2,447.31
	Repairs and Supplies	133,545.42
	Seminars and Training	955.20
	Supplies & Furniture	80,126.97
	Utilities	189,503.48
Total Expenses		1,155,797.58

Check Your 2020 Dates

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

Vacations Make the Heart Joyful

Timeshare ownership is a fantastic vacation option, one which you can turn into years of wonderful trips to exotic locations or relax at your favorite holiday destination...Harbor Ridge. Timeshare vacations can become a highlight of a child's formative years, time used to bond with family members away from the daily stress of home life.

Recently, a father brought his two daughters to Harbor Ridge to check-in. He had packed their suitcases with them not knowing, and upon them getting home from school, he explained to them they were going for a ride. After the two-hour trip, they were ready to get out of the car. Much to their surprise, they were at Harbor Ridge. They were overjoyed!!!! The nine-year old had tears of joy running down her face as they came to the Front Desk to register!

They swam in the swimming pool two or three times each day, and they were so excited to be spending that priceless one-on-one time with their dad! I think we sometimes forget how important quality time means to family members of all ages.

Enjoy your families and share the gift of vacation!!!!

There are times though when an owner may not be able to take a vacation in a given year. Remember, owners can offer the gift of a vacation to a loved one. Maybe there is a wedding on the horizon and a son, daughter, grandchild, or even a friend is looking for a honeymoon spot? Maybe someone needs a vacation break after a difficult period in their lives. Maybe you know someone who continually cares for others, and you want to give them a vacation spot where they can rejuvenate their spirit and soul. Maybe you know a military family who needs time together.

Remember, it is always better to give than to receive. Should you give a week away, be sure to contact Harbor Ridge to let the office staff know who will be arriving or contact Interval International to get a guest certificate issued.

Share the gift of a vacation and make many hearts joyful for that quality time together!!!

