

**KAHANA FALLS  
INTERVAL OWNERS ASSOCIATION  
AND  
ASSOCIATION OF APARTMENT OWNERS  
MANAGEMENT COMMITTEE MEETING  
TRADING PLACES INTERNATIONAL  
LAKE FOREST, CA**

**TUESDAY, SEPTEMBER 20, 2016; 9:30 A.M. (PDT)**

**MINUTES**

**I. CALL TO ORDER**

Chairperson Karen Cornwell called the meeting to order at 9:32 a.m. (PDT). The following persons were in attendance:

**Committee Members Present**

Karen Cornwell	Chairperson
Richard Roll	Member
Katherine Ivey	Member

**Board Members Present**

Milton Jantzen  
Jesse Arman  
Kevin Ramage  
Martin Hewitt

**Management Present**

Joanne Hallert	Director of Resort Operations
Tom O'Brien	VP of Resort Operations
Suzie Moore	Resort General Manager
Kristen Makinen	Administrative Assistant

**Guests**

Jeffrey Abramowitz

**II. APPROVAL OF AGENDA**

Joanne Hallert requested the addition of the minutes of the Management Committee Executive Session from September 22, 2015 be added to the agenda for approval. She provided the minutes as a handout for the committee to review.

A motion to approve the agenda as amended was made by Richard Roll and seconded by Katherine Ivey. The motion was approved.

### **III. APPROVAL OF MINUTES**

The board reviewed the minutes of March 23, 2016.

Katherine Ivey pointed out a typo on page 2 and asked for its correction.

A motion to approve the minutes of the March 23, 2016 management committee meeting as amended was made by Katherine Ivey and seconded by Richard Roll. The motion was approved.

### **IV. CONTINUING BUSINESS**

#### **Inventory Sales Report**

The committee reviewed and discussed the Great Destination sales report and the company's performance. The committee noted their continued displeasure that sales had been lagging.

Joanne Hallert excused herself to inquire with Tom O'Brien if a presentation regarding other sales options was available. She returned and advised that Mr. O'Brien would make the presentation shortly.

The board discussed options for offering weeks to existing owners via eblast. Joanne Hallert outlined the offer that would be presented to the owners; the board discussed if the association should pay the transfer fees. The offer would be valid through the end of the year.

The committee agreed to make a recommendation to eblast existing owners offering them additional weeks at Kahana Falls; the offer would be extended to owners' friends and family as well.

#### **Ratification of ARCOR**

The committee will recommend ratification of the ARCOR Proposal.

#### **ADA Committee**

The committee discussed the need for an ADA Committee.

A motion to assign committee members as Kevin Ramage, Katherine Ivey and Jesse Arman was made by Richard Roll and seconded by Katherine Ivey. The motion passed.

The committee will recommend to the board the formation of the ADA Committee.

#### **Next Generation Study**

Karen Cornwell advised she was still looking into working with a University to conduct these studies. She will continue her search and will report on her progress at the next committee meeting.

**V. NEW BUSINESS**

**Online Voting**

The committee reviewed and discussed the electronic voting quotes provided by Nordis.

They decided to hold off, but might consider moving in this direction as they acquire more millennial owners.

**Foreclosure Services Agreement**

The committee discussed using Chicago Title to process foreclosures.

The board took a ten minute break.

Tom O'Brien joined the meeting at 10:08 to present to the committee a few options that TPI had been looking into regarding sales.

Mr. O'Brien informed the committee that, due to the ease of online booking, many activities desks had been lacking in revenue and thus were being closed. He stated that the Paradise Vacation Adventures desk staff may be enlisted to also function as an on-site sales team. He further advised that the staff believed they might be able to close about 5-10 sales in a month. This would be in addition to the Great Destination sales.

Mr. O'Brien also highlighted other options, such as GEO Holiday or selling 5-10 year leases rather than deeded interests.

**Signature Cards**

The committee reviewed and will recommend updating the signature cards.

**VI. EXECUTIVE SESSION**

The committee moved into executive session at 10:42 a.m. (PDT).

The committee adjourned the executive session at 10:44 a.m. (PDT).

**VII. ADJOURNMENT**

With no further business, the meeting was adjourned at 10:45 a.m. (PDT).

Submitted by:  
Trading Places International  
Its: Managing Agent

Approved by:  
Kahana Falls Management Committee

By: \_\_\_\_\_  
Joanne Hallert  
Director of Resort Operations

By: \_\_\_\_\_  
Karen Cornwell  
Chairperson